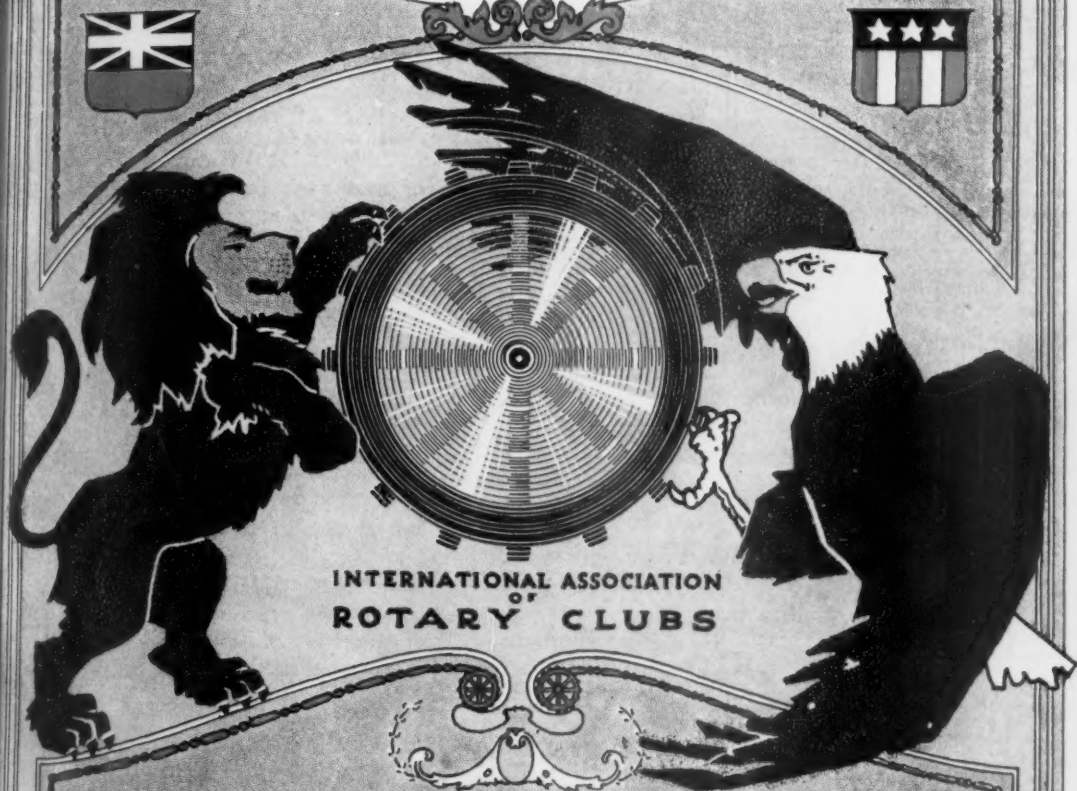


# The Rotarian

Vol. III

MARCH, 1913

No. 7



INTERNATIONAL ASSOCIATION  
ROTARY CLUBS

## Some Articles in this Issue

Business Lessons from Fields of Sport:

No. 1—Ralph De Palma, a Persistent Champion.

Modern Socialism, Not a Fraud But a Mistake.

Rotarians and Civic Advancement.

How to Reduce Business Failures.

# Attention Rotarians!



DO YOU fully appreciate the great value of this Magazine as an Advertising Medium?

No higher class medium exists. Its circulation reaches 8,000 of the leading business men throughout the land, men interested in your success, and willing to give you the preference when they know what you have to offer.

Are you limiting the advantages of your membership in this great organization by neglecting to make business friends outside your local Club? If you have goods or service to offer and seek business outside your immediate locality, don't overlook this splendid opportunity to exploit them. **THE ROTARIAN** will bring you business from 8,000 loyal boosters.

Rotarian Wetmore of the San Francisco Club, Proprietor of the famous Cresta Blanca Wines, says: "Returns from my advertisements in **THE ROTARIAN** prove it to be the only newspaper or magazine advertising where I have been able to trace direct and satisfactory results to the space taken."

Rotarian Fenton of the Philadelphia Club, Proprietor of the largest Gum Label Factory in the World, says: "My direct returns from advertising in **THE ROTARIAN** more than warrant my contracting for a full page in every issue during the coming year, beginning March 1st."

Please understand: **THE ROTARIAN** is strictly an Association Organ, and not a private enterprise in any way; no profit accrues from it to any individual or group of individuals. It is from **THE ROTARIAN'S** advertising pages that the International Association must secure adequate resources for a **GREATER MAGAZINE** that will bring **HONOR, PRESTIGE** and a **HIGHER USEFULNESS** to **ROTARY**, and we commend it to you as a most valuable means of securing this two-fold result:

## Business to You and Support to Rotary

International President Mead has appointed two energetic Rotarians in every Club to obtain contracts for space. Get in touch with them, or your Associate Editor, and give them your contract.

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(INCORPORATED)

**BELLEVUE-STRATFORD SERVICE**  
**TAXI-CABS AND PACKARD TOURING CARS**

**Best  
Equipment**

**Exclusive  
Service**

**Luxurious  
Appointments**

**Courteous  
and Careful  
Drivers**



**At Your Call  
Day or Night**

**Limousines and  
Landaulette  
Cars for  
Opera and  
Theatre  
Parties**

**Touring Cars  
for Sightseeing  
Trips**

**BELL Locust 28-73**

**TELEPHONES**

**KEYSTONE Race 9-69**

## ==== New Modern ====

# Bellevue-Stratford Garage

**For the Storage and Care of Permanent and Transient Cars**  
**Also Sales Department Equipped with a Full Line of Accessories**

**1401-3-5-7 Locust Street - Philadelphia**

Monthly Charge Accounts for the Convenience of Rotary Club Members

# 3000 Gummed Labels \$1.00

Printed to Order in Two Colors and Postpaid

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"A Lick and They Stick"

To let people know that you made or sold a certain good article to which the label is attached.

To tell its price.

To tell the slogan of your business methods.

To tell that a letter or package came from you.

To tell your business story in a thousand different places.

To advertise you here, there and everywhere at next-to-nothing cost.

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No other concern has the equipment for making gummed labels of the better sort than we have---had to design some of it ourselves. Every part of this equipment means better labels for less money by cutting our cumbersome and time-wasting methods.

**We say it boldly---no one else in the country can sell our kind of labels at our prices.**

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9th & Thompson Streets, Philadelphia, Penn.

E. MINER FENTON, President

Member Rotary Club of Philadelphia



*1915 San Francisco "1915" - San Francisco "1915" 1915*

**San Francisco**

**Invites**

**You and Your Friends**

**to the**

**Panama-Pacific**

**International**

**Exposition**

**in**

**1915**

*San Francisco "1915" - San Francisco "1915" 1915*



N. B.—This ad is paid for by Rotarian G. A. Lenoir  
of Bare Bros., Furniture, Carpets and Draperies.  
—Editor.

# The ROTARY CLUB OF LOS ANGELES



*A  
Palatial  
Train for  
Particular  
People*

Between  
**CALIFORNIA  
AND THE EAST**

**The Los Angeles Limited**

**3 Days to Chicago — 66 Hours from Chicago**

Solid Daily via Chicago & Northwestern, Union Pacific and Salt Lake Route, through Omaha and Salt Lake City, with through Sleeper from and to St. Paul and Minneapolis. Finest of Pullman Electric Lighted equipment. Particulars at any ticket office or from Salt Lake Route. General Agents at 290 Broadway, New York; 819 Oliver Bldg., Pittsburgh; 142 S. Clark St., Chicago; 823 17th St., Denver.

**T. C. PECK, Genl. Passr. Agent, Los Angeles—A Rotarian**



The Los Angeles Rotary Club holds its weekly meetings every Friday noon at 12 o'clock. Rotarians from any part of the globe are invited to be with us on these days—when a hearty welcome will be accorded them



## CALIFORNIA TRUCK CO.

(INCORPORATED 1884)

### GENERAL FORWARDERS.

Let us handle your DISTRIBUTION CONSIGNMENTS. Carloads or Less.



## Get the Secret of Leadership

There is a royal road to business success. The man who knows how to obtain and apply the knowledge and experience of others **wins out every time**. Instead of wasting months or years working out the problems of business for himself, he takes the results that other men have **found and proven right**.

Hundreds of thousands of hard working, able men are **burning up their ability** because they do not know **how** to use their mental strength.

### What the Sheldon Course

#### Really Is

The new Sheldon Business Building Course is the concentrated, classified knowledge of over 50,000 successful men.

It is not merely theoretical but absolutely practical. Every method, every statement, every principle has been proven thousands and thousands of times.

The new Sheldon Course reduces business to an actual science for the first time. It classifies and teaches the laws that every successful man must sooner or later learn and obey.



### The Sheldon School

1388 Republic Bldg. - Chicago, Ill.

### What This Course Offers to You

Right now there is some obstacle that seems to slow you up, to hinder your way to success. Sooner or later you may solve the difficulty for yourself. Sheldon will teach you how to re-inforce your own experience by applying basic laws and principles that will multiply your efficiency many fold.

#### Send for the Key

The knowledge that has lifted thousands from mediocrity to success is waiting for you **right now**. The coupon below or a postal or letter will bring you the interesting Sheldon literature with detailed information. It will only take a minute to find out—it may mean all the difference between a **small** success and a **big** one.

#### THE SHELDON SCHOOL.

1388 Republic Building, Chicago

Please send me FREE copy of "The Service Idea," giving full information regarding Sheldon methods.

Name .....

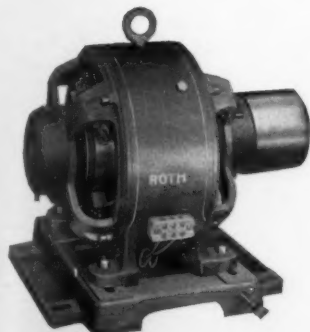
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## Buy ROTHMOTORS—

They are efficient, strong, durable. Have excellent operating characteristics. They give a minimum of trouble because they are designed properly.

**Better let ROTH figure with you on your next job**



### ROTH BROS. & CO.

(G. A. Roth, Member Chicago Rotary Club)

1411 West Adams St., Chicago, Illinois

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1106 Cass Ave., St. Louis

**CHICAGO***The World's Greatest Grain Market***CHICAGO***The World's Initial Rotary Club***W. P. ANDERSON***The Chicago Grain Rotarian*

*Send your Orders-  
Receiving,  
Shipping and  
Futures to*

**W. P. ANDERSON & CO.**

(INCORPORATED)

W. P. ANDERSON, Pres.

P. S. BARTLETT, Secy.

**Commission Merchants****Grains and Provisions**

Members

**CHICAGO BOARD of TRADE**

and

**ST. LOUIS MERCHANTS EXCHANGE****CONSIGNMENTS  
SOLICITED****W. P. ANDERSON & CO.**

329 South Sherman Street

**CHICAGO, U. S. A.**

Ask Your Dealer or Send Direct  
for

**Marbleite Elastic  
Floor Finish**

The real material, made of the hardest  
gum.

Tough, Elastic and Durable.

Does not scratch or mar white.

Dries hard over night, on old or new  
floors, properly filled, or on stained or  
painted floors.

Equally adapted for standing work, for  
use in Bathrooms, Kitchens, or on Lin-  
oleum, where durability is desired.

*Manufactured solely by*

Wm.W. Hodgson, Rotarian

**Phoenix Paint & Varnish Co.**

Store and Office : 124 Market St.

**Philadelphia, Pa.**

We manufacture everything in connection  
with PAINTS

**CONSIGN**

shipments of household goods

**TO**

the

**ORCUTT**


**Storage, Packing  
and Moving  
Company**

4720-22-24-29-31-33 Easton Ave.

**SAINT LOUIS****Fire Proof Warehouses**

(Member Saint Louis Rotary Club)





# Houston

*the City of*

## First Consideration

*"Where 17 Railroads Meet the Sea."*

Houston, the most important railway terminus south of St. Louis, on the famous Houston Ship Channel-to-the-sea, now demands the attention of every man in the United States who has an earnest desire to better himself financially.

The manifold advantages of Houston as the Commercial Capital of the South, its peerless location in the richest agricultural section of the United States, are attracting the attention of capitalists and manufacturers all over the world.

Seventeen railroads have their terminus in Houston. The Houston Ship Channel is being improved to a depth of 27 feet, under a \$2,500,000 appropriation, the largest single item of inland waterway improvement in the United States. When the Channel is completed in June 1914, opening the Port of Houston to the ships of all seas, Houston will be the greatest combined railroad port in the South.

The magnitude of Houston's many industrial enterprises, its rapidly increasing population and modern improvements can best be grasped by a careful study of the following

### **IMPORTANT FACTS**

Houston's population is 115,000.

Gross bank clearings for 1912, \$1,898,054,746.

Assessed valuation of \$100,000,000. Tax rate \$1.50.

Handles 65 per cent of the cotton crop of Texas and is the largest inland port cotton market in the world.

The largest manufacturing city in the Southwest.

The greatest Southern lumber market.

The oil, rice and sugar center of Texas.

The financial power of the Southwest.

We want to tell you all about Houston and its wonderful possibilities to the man with nerve or money. It's a pleasure to tell you.

## **ROTARY CLUB of HOUSTON**

*Herbert C. May, Secretary*

*Stewart Building,*

*Houston, Texas*

The Rotary Club of Houston will invite the International Association of Rotary Clubs to convene at Houston "the Southwestern City of Big Things" in 1914

**HOUSTON, U. S. A.**

And her new \$3,000,000.00

**RICE HOTEL***"The South's Finest"*

(On site of first Capitol of Texas)

**The last word in Hotel Construction and Equipment**

Eighteen Fire-proof floors of solid comfort, finished throughout with solid mahogany of special design; exquisite Tavernelle lobby; one entire floor, with banquet hall and ball room, devoted to conventions and social functions exclusively.

Unique exterior Gallery Promenade.

**600 Rooms**

Elegantly furnished; 525 rooms with bath.

**European Plan****Cafe a la Francaise**

Three kitchens; a dozen dining-rooms

Washed Air Ventilation throughout

Delightful ROOF GARDEN De Luxe

Music by famed Blitz Quintette

For Motorists: 500 miles of perfect shell roads from Rice Hotel to the Gulf shore, 50 miles distant.

For rates and reservations, address

**H. D. Matthews****RICE HOTEL****Houston, Texas**

# The Rotarian

Chesley R. Perry, Editor and Business Manager

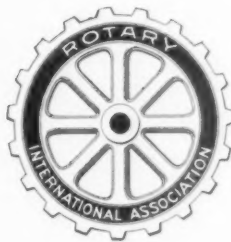
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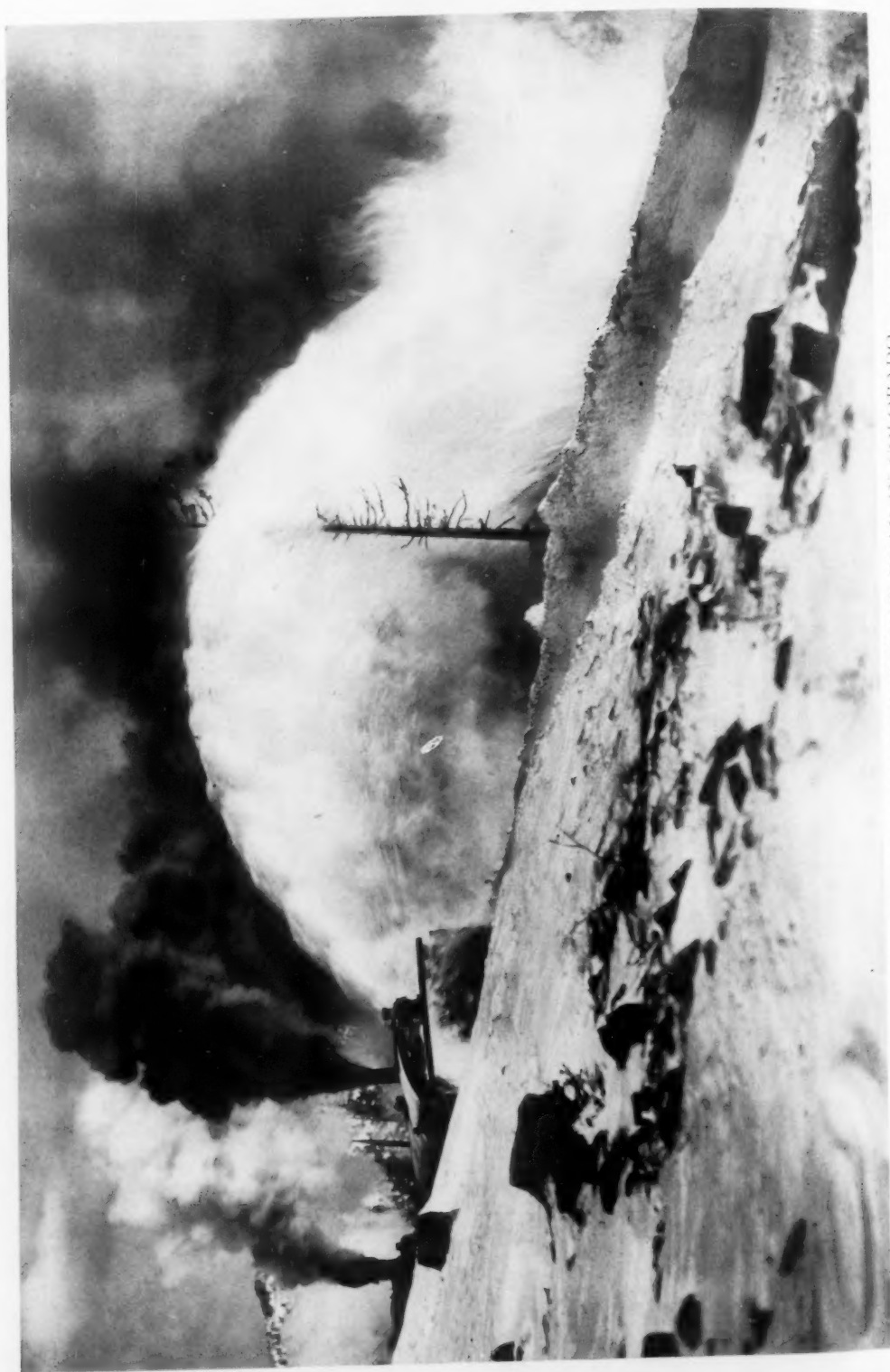


MARCH, 1913

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BUCKING THE SNOW ON THE MOONAT ROAD IN COLORADO.

PHOTO BY J. M. MCKINNEY, 1935, ELEMENTARY, DENVER, COLO. PHOTOGRAPHED BY DENVER ROTARY CLUB.



# The Rotarian

Official Organ of the International Association of Rotary Clubs

Vol. III

MARCH, 1913

No. 7

## THE ROTARY PLOW, A TERROR TO BARRIERS.

Stretching from frigid Alaska to tropical Mexico, with lofty peaks piercing the clouds and veins of precious metals running through their depths, the Rocky mountains stand majestic and awe-inspiring in their grandeur. Mute monsters of stone, they long blocked the path of the western-bound traveler and civil engineer. For over a century they fought persistently but futilely against that inevitable conqueror, Progress.

But they are supreme no longer. After years of exacting human tribute, they have fallen before the ingenuity of man. The tenacious gold-seeker has forced them to yield to him their hidden treasures. The hardy railroad builder has bound them with thongs of steel.

After bridging deep and treacherous canyons, after laying tracks on seemingly insurmountable peaks where even the sure-footed burro sometimes played his master false, after sending smoke-vomiting engines through tunnels of solid rock, the engineer was face to face with another problem. It was the snow.

Snow is an old enemy of man. Napoleon lost more soldiers on the frozen plains of Russia than English bullets and Prussian bayonets mowed down at Waterloo. Antarctic blizzards buried Sir John Franklin and Captain Robert Scott in graves of ice and snow. Alaska's snows were red with the blood of avaricious adventurers.

The snow-drifts of the Rocky mountains had to be conquered before trans-continental trains could run on schedule time. A genius, unsung and unknown to the layman, volunteered to sweep aside the blinding barrier of white. He invented the rotary snow-plow, a whirling mechanical weapon that was but recently added to the armament of Progress. As a result, no longer are the drifting blizzards of the Rocky mountains a menace to travel.

There is another Rotary plow which has not been patented. It is as valuable as the mechanism that clears the way for travelers crossing the Rockies, for it is guaranteed to cut through barriers of individual greed and pessimism and open the way to success and happiness. It is operating in nearly a hundred commercial centers of America, Canada and the United Kingdom. It is the Rotary Club. It too is the hand-maiden of Progress.

## THE LONG GOLDEN ROAD TO THE MILLENNIUM

There have been a number of ages or epochs in the history of mankind. We read of the Stone Age, the Fire Age, the Age of Inventions, the Golden Days of Literature and Art, the Industrial Age and many others, all of which are characterized by the birth of new ideas that have spurred men on to make a great advance in the development of the human race.

We have now entered upon the era of Service; not merely of service to one's self or family, or some particularly dear friend, but of service to the race, to all mankind. We are rapidly arriving at a comprehension of the fact that all of the inter-relations of men are a matter of service. The tokens known as money are merely

memoranda indicating on the one hand that a service has been rendered by someone who has thereby obtained the money, and on the other hand, that by possession of the money the holder can command service from others.

When a primitive man, who was living by digging up shell-fish in the shore sands found that he could exchange some of his shell-fish for the fruits and nuts which some other primitive man was gathering in the forest to sustain his existence, and they proceeded to accomplish such an exchange, there was the first example of service from one man to another. All trade, all commerce, all business of today is nothing more than such an exchange of commodities between primitive men.

Hardly anyone would question the fact that these primitive men ought to have exchanged their commodities on the basis of the effort it required of each to secure them. Modern business reduced to some similar simple equation leads to the conclusion that eventually the rewards of men must be worked out on the basis of the service which they render. The highwayman or the pickpocket is a criminal because he takes my money without rendering any service to me in return. Our civilization, our business ethics, have not advanced to the point where we can afford to denounce all men, who secure the money of other men without returning a satisfactory service for it, as criminals for we are all creatures of the circumstances and conditions of the age in which we live.

In the days of human slavery there were slave-holders who began to wonder if it were right after all for them to hold human beings in slavery, and eventually all civilized nations have come to think alike on the subject of slavery. Today not only Rotarians but business and professional men generally of America and Europe are beginning to ponder this matter of the rendering of service and wonder if it has not something to do with the unequal distribution of wealth, of property, of money. Some day all men may come to think alike on this subject. The service idea is one of great magnitude for it embraces all that men do anywhere and at any time. It is an idea that will turn man's face toward and guide his feet onto the road, the long golden road to the millennium.

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### THE ETHICS OF BUSINESS—ROTARY'S OPPORTUNITY?

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From the day of the organization of the American Rotary clubs into a National Association it has been apparent to many men, both in and out of Rotary, that such an association of business and professional men when it reached the maturity of its development would afford a great opportunity for concerted action upon some matter of vital importance to the business world.

There are various national and international associations of specific professions, or trades, or lines of business but they are all limited by their very individual character. There are great commercial bodies but so far they concern themselves principally with the effort to get more business for their members.

The Reverend Philip Cook, the "parson" of the San Antonio Rotary Club, in his article in the February issue of THE ROTARIAN has opened for discussion a topic which may prove to be the one great thing which the associated Rotary clubs are in position to take up and work out to a widely beneficial result. As he says, there is needed a keener appreciation of the true ethics of business. The want of uniformity of mutual understanding, the lack of an ethical standard in the minds and guiding the policy of business men is something that Rotarians ought to appreciate and act upon.

Our Association has, to continue to quote Mr. Cook, a unique opportunity to make a study of some of these questions and perhaps to offer a distinct contribution to the business life of the country—perhaps of a number of countries. We have a "Business Methods" committee of the Association and it is recommended to them that they begin a study of the ethics of business and the casuistry of commerce and present to the Buffalo convention a report which will induce discussion on this topic and pave the way for its earnest consideration by the Association in convention, by each Rotary club and by every individual Rotarian.



# BUSINESS LESSONS from FIELDS OF SPORT



## Ralph De Palma, a Persistent Champion

By J. C. Burton



IT IS four o'clock on the afternoon of May 30, 1912. The scene is the Indianapolis Motor Speedway, a two and one-half mile track of vitrified brick, slippery with oil and glaring red in the dying rays of the May sun. A Homeric struggle is being waged there, a battle for the speed supremacy of the world. Within thirty minutes, fifty thousand dollars will be divided among the victors. Before that half-hour elapses, blood may be spilled and a life lost. The prize is rich and the combatants daring.

Six hours before twenty-four high-powered racing cars, the speed crea-

tions of the master engineering minds of America and Europe, had been sent away in the dense smoke of popping exhausts on a perilous journey of five hundred miles. At the steering wheels of these roaring steel monsters sat the greatest of all racing drivers, mad Mullahs who defy the fates and court death to win fame and fortune, flying Mercuries of stout heart and taut nerves.

Of the four and twenty cars that rumbled and roared a strident challenge at ten o'clock in the morning, only ten are on the track at four o'clock in the afternoon. Fourteen drivers have been forced to admit defeat before the checkered flag of victory shall fleck the



Ralph De Palma—Automobile Champion Whose Victories Teach the Doctrine of  
"Tighten the Loose Bolts."



"FOUR AND TWENTY CARS RUMBLED AND ROARED A STRIDENT CHALLENGE"

grease-splattered hood of the speedway champion. Of the fated fourteen, three have been tossed from their seats and bruised when their cars plunged from the track and somersaulted to destruction. The wrecks lie on the rim of the huge red saucer, twisted, broken and foreboding. The others have docked disabled cars at the white pits, cursing broken rods, weak bolts and faulty engines.

One hundred and fifty thousand speed frenetics are awaiting the final thrill. The ten survivors are driving like mad men. There is a muffled roar and a raucous shout as each car flashes by the grand stand. An odor of burning rubber pollutes the spring air. It is the psychological moment in a big race that has been a heart-breaking chase since noon.

The spectators are a trifle disappointed. The victory of Ralph DePalma, in the gray Mercedes, seems inevitable. The throng, insatiate in its desire for a hood-to-hood finish, grudgingly concedes a triumph to the Italian who, averaging over 80 miles an hour for 487 of the 500 miles, has a lead of three laps over his most dangerous contender, Joe Dawson, the "Kid," who is urging on his blue National to the limit of its speed.

But DePalma is not destined to be a hero. With only five laps to go, with victory almost in the Italian's grimy hand, the hood of the Mercedes becomes a Pandora's box. The gray car, its shame hidden in the smoke of its exhausts, comes to a dead stop on the back stretch. DePalma and his mechanic leap from their seats, frantically tug at the bonnet straps and start working on the motor.

The blue National again roars by the stands, with Teddy Tetzlaff in the red

Fiat, and Hughie Hughes, at the wheel of the yellow Mercer, trailing the determined Dawson.

"Where is DePalma?" is the cry of the crowd. You ask the same question as Dawson passes for a second, a third time. Has the earth suddenly opened up and swallowed him?

Far down the home stretch is a gray blur. That is DePalma. He is pushing his crippled car in. His engine has played him false. He has lost a race that ten minutes before was conceded to be his without question. He rolls his car over the wire. His face is dripping with perspiration. He raises his head and smiles at the cheering throng. DePalma is a man. He does not cry when beaten or curse his luck. DePalma is a sportsman. He is the first to grasp the hand of Dawson, Indianapolis' champion, for Fortune, which frowned on DePalma, has smiled on the "Kid."

Now you may say that I have begun my story in the wrong way. Perhaps you are right, but I sought a dramatic premise and DePalma's May 30th disaster was far more dramatic than the three victories he scored later in the season, triumphs that won for him the title of America's road racing champion. The Indianapolis tragedy, for so it is termed in motoring history, also brings out the true character of DePalma better than any other race.

Three months, June, July and August, go by and the scene changes. Elgin, the city of watches, is a city of watchers. In the little city on the banks of the Fox river racing history is being made. Pounding over eight miles of country road, with engines sounding the same



challenge as they did at Indianapolis, are DePalma, Hughes, Bergdoll, Mulford, Merz and Wishart, viceroys of velocity who have met once more in a supreme test for courage and skill.

As at Indianapolis, the sun is low in the west and DePalma is leading in the Elgin Trophy event which is being run simultaneously with the free-for-all. Although traveling at a slower rate of speed, the Italian is driving as desperately as he did on the "Hoosier" speedway. He is out for a double victory and revenge.

The swarthy-skinned descendant of the Latins is taking a "long chance." He is at the wheel of a crippled car, a car over which he has only partial control. The motor, which played him false at Indianapolis, is hitting evenly and surely, but the clutch plate is cracked and the clutch will not hold. Without changing speeds, DePalma skids around the tortuous curves at the risk of his life.

DePalma discovered the damaged clutch plate the night before the race when it was too late to get spare parts from the factory. He worked long after midnight in a futile attempt to repair the metal disc with scrap iron. That night he slept in his Mercedes and was up before dawn to resume his labors. Although he knew that the clutch would not hold he refused to withdraw. He was on the line when the starting bomb was fired.

In the Elgin trophy race DePalma has no serious contender. He is leading by over one lap but with sixteen more miles to go and provided no further mechanical trouble develops, he will be an easy winner. He must fight the obdurate Mercedes though, fight it with every revolution of the engine. The odds are in his favor even though his machine is crippled.

DePalma is a fighter. He comes from the stock of the Caesars.

Starter Wagner waves a green flag as DePalma thunders by the grand stand. One more lap and the Elgin Trophy will be his. But why is he not more cautious? Why is he increasing his speed?

He is greedy. He seeks a second laurel wreath. Not satisfied with winning the Elgin Trophy he aims to catch Bergdoll and pass the pacemaker in the free-for-all. He is five minutes behind the young Philadelphia millionaire and the giant Benz and has but twenty-five miles in which to cut down the decided advantage of the leader.

DePalma is usually cautious. Now he

seems like one insane. The needle on the delicate speedometer points to 70, to 75, to 80 miles an hour. The Mercedes rolls from side to side as it comes down the home stretch and rocks the road over which it is flying. DePalma is driving at a speed man should not dare, but he is gaining on Bergdoll, gaining by seconds, precious,



"De PALMA IS PUSHING HIS CRIPPLED CAR IN"

precious seconds.

DePalma knows that his tires will hold up. Nor must he stop for fuel or water. He has figured this out as he raced over the oil-soaked highways. Bergdoll is not so fortunate. His right rear tire is in shreds. The casing is worn through the fabric but he refuses to stop for a change, a stop that will cost him the race.

"Bergdoll now leads DePalma by two minutes" is the cry of the announcer, "both have two more laps to go."

It looks as though DePalma is not to realize his ambition, that his sensational driving will be in vain. On the hummock of Britton's hill is seen a flashing streak of gray. The driver wears a red sweater. It is Bergdoll. He is slowing down. The Benz rolls up to the pit on a burning tire. The costly change must be made. Water

must be taken on. The gasoline tank is empty.

As the silent Benz smokes in front of the stand, DePalma tears by. He has passed Bergdoll. He is on the last lap of the race. Is the "jinx" that rode with him at Indianapolis hovering over the Mercedes or is he destined to score his second victory of the day?

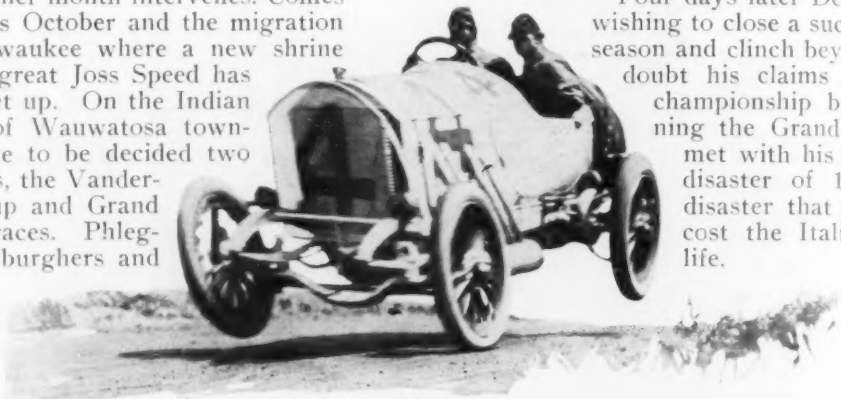
Again fix your gaze on Britton's hill. That white car is Mulford's. He has fainted away. The strain has been too great. The spectators are becoming restless. A cheer! The Mercedes seems to leap over the brow of the hill and land on its front wheels. Sixty thousand people are on their feet; a fickle mob is paying homage to a new hero. Ralph DePalma, desperately trying to set the brakes and bring the car to a dead stop, has come into his own.

Another month intervenes. Comes glorious October and the migration to Milwaukee where a new shrine to the great Joss Speed has been set up. On the Indian trails of Wauwatosa township are to be decided two classics, the Vanderbilt Cup and Grand Prize races. Phlegmatic burghers and

It did. Tetzlaff forfeited all his chances for victory before the starting bomb was fired. He failed to examine his car carefully. He trusted too much to luck. After leading for one hundred miles, Tetzlaff is forced to abandon the race, a broken rear axle putting the Fiat out of commission and sending its driver to the pit a disgruntled spectator.

With Tetzlaff out, the race becomes almost monotonous. Hughes is DePalma's only challenger and it is evident that the high-powered Mercedes will gradually pull away from the yellow steel pygmy that now hangs on so tenaciously. Such a supposition is correct. DePalma is not to be denied a victory. He wins the Vanderbilt Cup by driving cautiously and wisely and, unlike Tetzlaff, refusing to pound his car to pieces until a dangerous challenge makes that necessary.

Four days later DePalma, wishing to close a successful season and clinch beyond all doubt his claims to the championship by winning the Grand Prize, met with his second disaster of 1912, a disaster that almost cost the Italian his life.



"THE MERCEDES SEEMS TO LEAP OVER THE BROW OF THE HILL"

their contented fraus are about to rub their eyes and witness a spectacle.

It is Tuesday. For a third time within four months DePalma's nerve and cunning are to be put to the test. He is again driving against Tetzlaff, Mulford, Hughes and the other stars who disputed his claims to supremacy at Indianapolis and Elgin. The Vanderbilt Cup is the prize, a trophy in the quest for which four lives have been lost and several fortunes spent.

On the eve of the classic, Tetzlaff, because of his sensational victories on the Pacific coast, was picked by critics as the favorite. For a time he verifies such a selection, setting a heart-breaking pace in the Fiat. DePalma is satisfied with hanging on. He is waiting for something to happen.

On the last lap of the race DePalma, in attempting to pass Caleb Bragg, the leader, crashed into the pacemaker. The Mercedes went into a ditch and its daring driver was thrown out with his mechanic. DePalma was seriously injured, suffering a compound leg fracture and laceration of the abdomen and neck.

DePalma's bull-dog tenacity, his trait of never admitting defeat, was indirectly the cause of the accident. In the last 100 miles of the strenuous 410-mile grind, the Italian cut down Bragg's lead from nine minutes to two and one-half seconds. DePalma never drove as wild a race as he did in that last century of the Grand Prize classic. Never have I seen him take as many chances as he did that day. It was wonderful driving but it was dangerous driving.

DePalma deserves his victories. They are rewards for persistency in the face of failures and handicaps and for close attention to detail. He doesn't know what it is to quit. There isn't a bit of "yellow" in his makeup. The loss of the Indianapolis race cost him \$30,000 in prize money, a loss that would have broken the spirit of any other driver but De Palma was the first to announce that he would start in the 500-mile event this year. Although he escaped death by a miracle at Milwaukee, he said immediately after his release from the hospital that he would not retire but would be a challenger for the Grand Prize in 1913. De Palma has the right sort of nerve and he is as modest and unassuming as he is daring and tenacious.

Because he is unassuming, DePalma dignifies his hazardous vocation. He neither brags in victory or whines in defeat. After he had won the two races at Elgin, I asked him to write an article, as many other drivers do in order to obtain publicity, on that double triumph. He refused on the ground that it would not be dignified. Although disappointed I could not but admire the man for his modesty.

DePalma is not a braggard as many of the other drivers are. On the night before a big race, instead of telling reporters what he is going to do, he is getting ready to do it. In his racing camp

the rasp of file and the blow of hammer can be heard long after midnight. De Palma has torn down his car and is dressing down his piston heads, tightening bolts and adjusting delicate parts. When the starting bomb is fired, his Mercedes is usually the best sounding rig in the field.

Two weeks before the five hundred mile race at Indianapolis, he was on the speedway, testing his car and learning how to take the treacherous turns. On the day of the race he knew how long his tires would last, how many laps he could negotiate before having to stop for gas, oil and water. Not only does he never "lose his head" but he always "uses his head."

After two days of practice he knows just how much speed his engine will develop, on what stretches he can make the fastest time, the spots in the road where he must slow down. He studies weather conditions in his careful diagnosis; holds a stop watch on his rivals in order to ascertain just how fleet are the cars that his will be pitted against.

Luck is never a factor in DePalma's victories. Even defeated drivers voluntarily admit that he deserved to win. He is without an enemy because he "plays fair," observing the "rules of the road" and never taking advantage of those who are doing their best to beat him.

Like De Palma, the business man is at the wheel to win. He races every day, a contestant for success on the highways of trade. To win, his car, an intricate piece of industrial mechanism, must be fast enough to pass the most daring of competitors and strong enough to withstand the pounding over financial bumps. How many business men know the power of their cars? How many have looked to loose bolts and weak screws, minor defects that may force their retirement at the psychological stage of the Big Race? How many, after falling behind, have the nerve to "open up" and giving chase to the pace-maker, overtake and pass him?

In DePalma's spectacular career can be found a lesson for the business man. "Don't quit" might be the moral for this story if it were a fable. DePalma has shown the world that a "jinx" is not unbeatable, that "hard luck" is vulnerable against persistency. He also teaches the doctrine of "tighten the loose bolts," of being prepared to do before doing. If you are ready to give your best, if you know your car will respond to your demand for speed and efficiency, you'll win, and be supreme in the winning.



## Music for the Masses

Another Example of Service to Others

CHICAGO is alive to many things and is particularly alive in regard to music as being a factor in the creation of a higher civic tone among its citizens. Chicago has its Thomas Orchestra, its Grand Opera, scores of other musical bodies and renowned individual artists, and for those who have the time, leisure and money, there is no lack of music from the most popular to the most classical. However, to supply free for the asking music for all public occasions or for the needs of an obscure social settlement, the public-spirited citizens of Chicago have incorporated The Chicago Band Association and supply free music for the masses through the medium which they are supporting—The Chicago Band.

Since the start of this altruistic movement, The Chicago Band, William Weil, conductor, has been assigned ninety-six times to give concerts which have proved of benefit to many men, women and children, who cannot pay for entertainment of such a character. The purposes and plans of this new enterprise cannot be too highly commended. In one instance The Chicago Band furnished, free of any charge, music to a large group of Boy Scouts, inspiring good boys to be better men; in another a concert inspiring bad men to be better boys, as we see in the accompanying illustration.

The work of The Chicago Band Association is being emulated by other cities. This idea should spread as there is no denying the great value of music as a feature of civic development. The objects of The Chicago Band Association include the following:



PRISONERS IN THE HOUSE OF CORRECTION LISTENING TO THE CHICAGO BAND.

"To maintain for Chicago the world's greatest band.

"To furnish free concerts to the people of our city in the settlement districts, children's playgrounds, schoolhouses, and wherever such entertainment is a power for good.

"To furnish a refreshing treat by summer concerts in Grant park and on the lake front.

"To keep the name of our city effectively before the people everywhere by concert trips throughout America and other countries."

More briefly summarized, the purpose of the organization is described in the campaign letter to be sent to thousands of citizens.

"Incorporated not for profit; there is but one motive—service to Chicago."

The dues of the association are \$10 a year and its office is at 230 South La Salle St.

In Chicago the muses have friends.



## Modern Socialism—Not a Fraud But a Mistake

By Allen D. Albert

Member Rotary Club of Minneapolis

**S**Ocialism is not a fraud. It is a mistake. It is a dream of an earthly paradise that can never come true. But it is not a scheme of criminals to tear down society.

Mighty few of us seem to know what Socialism really is. Our human instinct to jump at conclusions has produced misunderstanding here as it does everywhere—among those who uphold it as well as among those who attack it. This confusion is increased because there are several kinds of Socialism.

We are not justified in condemning Socialism because its leaders do not all agree. By that test we should have to condemn almost every movement in history. When objections appear to a cause that impress a group of its advocates, it is the human inclination to adapt the cause to the objections, to accommodate them, so to speak. That disposition it is chiefly which has given the world its half dozen kinds of Socialism.

One thing, however, is common to all kinds of Socialism. It is the very threshold of the movement. Upon it all the great advocates come together. It is this—

That all the people shall own all the sources of wealth and that the yield of these sources shall be distributed by action of all the people.

In the train of this common ownership of the sources of wealth, the Socialist has developed his ideal towards certain goals. "It proposes above all," as Professor Taussig puts it, "to do away with the leisure class and with incomes from interest or rent, to allow only incomes secured by labor."

So it becomes plain that Socialism is more than a scheme of public ownership. It is a philosophy of earthly equality. And this hope of a re-organization which would make the bootblack the equal of the civil engineer and the cleaner of drains the equal of the great scholar, has obtained a following the world over.

### Followers All Over the World.

Unless we stop and think, we do not

realize how true this is, true to the very letter, that Socialism has obtained a following the world over.

In Germany there were 3,258,968 Socialist Democratic votes in 1907.

In France there were 1,000,000 by estimate.

In the United States there were at the latest presidential election 835,432 Socialist votes.

Twenty-three distinct nationalities, covering every one of the six continents, are thought to present a total strength behind this ideal, worthy or unworthy, of not less than 30,000,000.

The first question we ask ourselves about any such general plan is this:

Has it ever been tried?

In rather a small way the more important principles of Socialism have been tried. They have been tried 84 times in the United States alone. It may be that these trials were not fair. Socialists believe they were not. And they refuse now to attach any importance to any trials not upon a very large scale, indeed. Probably the justifiable thing to say is this:

If the causes of success or failure in these 84 trials reached to the very heart of Socialism, then the trials throw important light upon the project of Socialism.

As enterprises in Socialism, most of us would count all 84 trials as failures. Under one impulse or another several families would come together to shut out from their lives the temptations of greed. Many of these bodies had a thousand members each. One had 5,000. Thirty-one of them were religious. Not one of them has thriven and grown. Not one has revealed any sturdy strength, any positive appeal to outsiders, any striking advantage over society as ordinarily organized.

Twenty-two of these communities, however, are still alive.

### A Failure Without Religion.

All of the communities that have been able to keep alive have a religious foundation. All of the 84 that lacked religious

foundation\* are dead. And one community that died dared to be above creed and hoped by gentle helping and kindly thinking, unstained by lust of gain, to establish in their midst an earthly kingdom of Christ. This was Brook Farm.

On a 200-acre tract, nine miles from Boston, there came together some of the finest personalities the world has ever known. Think of such neighbors as Bronson Alcott, Margaret Fuller, Ralph Waldo Emerson, George Ripley, Albert Brisbane, William Henry Channing, Nathaniel Hawthorne, Theodore Parker, Charles A. Dana, and George William Curtis. Their farm may have been expected to become a center of artistic, intellectual and spiritual life. It did so, indeed.

"They came out in some degree from the world to form themselves into a community of property"—as one of them wrote—while they reserved "sufficient private property for all purposes of independence and isolation at will." Real wealth, they thought with the Socialists, lay in the "leisure to live in all the faculties of the soul." So refined and rare was the spirit of this body that its members were called Transcendentalists.

Christ was a workman. Christ was their model. So, after a while, they reached out for new members to represent the working classes. The change, though honestly undertaken, proved in the end fatal. The dream period of an earthly paradise was over. There was a disastrous fire, unprotected by insurance, and the experiment collapsed.

As far as trials in the past can be taken as guides, therefore, this conclusion would seem to be just:

That if Socialism is to succeed upon any lesser scale, it must have a religious foundation; and that even the most highly refined amongst us have not been able to create an equality of station where there did not exist an equality of mind.

### A Matter of Pure Speculation.

Suppose, however, all the experiments of the past be disregarded. The examination then becomes pure speculation; we can only reason. This is the field which the Socialist now takes.

Three questions fairly well cover the ground in this field—

1. Can a state of Socialism be brought into existence?

2. Would it last if it were brought into existence?

3. Would its effect be good while it did last?

Let us consider these questions in order.

Socialists are themselves divided into two camps in answering the first question. One of them, following the father of Socialism—Karl Marx, a German Jew—believes a state of socialism will come into existence through revolution. The other and much larger camp believes it will come into existence through growth.

Marx taught the "theory of increasing misery." He contended that the rich would grow so rich and the poor would grow so poor that the workers of the world, goaded beyond endurance, would "put an end forever to the private ownership of the means of production." This is interpreted by his followers to mean a "thorough-going revolution."

The founder himself felt that the time for the change would come in his own life; and he died in 1883. In preparation for it he and another German Socialist, Friedrich Engels, in 1848 issued what is now known as "The Socialist Manifesto." In it were 17 "demands."

(1) The proclamation of a republic; (2) payment of members of parliament so that working men might be eligible for election; (3) the conversion of "princely and other feudal estates," with (4) mines, etc., into state property; (5) the appropriation of all means of transport, as (6) railways, (7) canals, (8) steamships, (9) roads, and (10) posts, by the state; (11) the restriction of the law of succession; (12) the introduction of heavy progressive taxes and (13) the abolition of excise duties; (14) the establishment of national workshops; (15) state guaranty to all work people of an existence, and (16) provision for the incapable; (17) universal and free education.

A great social revolution may some day occur. But it will not justify itself on the ground of "increasing misery." Because the workmen of today above the tenement dwelling class have less physical misery to endure than the kings of 200 years ago. And there are forces at work, without revolution, which—not slowly but rapidly—are ameliorating tenement conditions in the few cities where they constitute a great problem. The rich may be growing richer. But it

is certain the poor are not growing poorer.

The revolution, if it shall ever come, and the advance by growth, if it shall ever come, both depend upon what the Socialist calls "class consciousness." He has satisfied himself that there never will be a complete reformation which is not obtained by the working man in his own right.

W. J. Ghent, writing as a Socialist on the international Socialist movement, makes this very plain. "The co-operative commonwealth \* \* \* is to be achieved by the organized, disciplined effort of the class which has most to gain from such a program—the working class.

"Only as those who come from other classes give over, renounce, and repudiate their allegiance to the class from which they sprang; only as they come to see the historic mission of the working class and as they espouse the cause of the workers, making themselves an integral part of the working class, can they render real and lasting service toward the fulfillment of this program."

In other words, the bringing of Socialism into existence as a process of growth or evolution toward a state of happy peace waits upon the engendering of the most comprehensive hatred in the history of the world.

Is this likely to go on until that day when men will put aside political convictions and by their votes "rout the capitalistic class?" If so, a mere theory of social organization will not produce it; it must have reinforcement from something like the "increasing misery" expected by Karl Marx.

The world grows more and not less capable of caring for its own. The new political philosophy in the United States is both an illustration and a proof of this. All the just grievances which Socialism is designed to cure seem extremely likely to be cured without any help from Socialism—labor under unhealthy conditions; child labor; undesirable women labor; discrimination against women whether in the field of industry or in the field of civil rights; unnatural and unearned discrepancies between the wages of the workmen and the wages of the manager.

These evils have existed. They do exist. As they are corrected the world will

advance more and more towards industrial freedom and the nearer it approaches to industrial freedom the harder the Socialist is going to find it to array one group of neighbors against another in class war.

### Would Socialism Last?

Suppose, however, none of these things were true. Socialists deny most of them. Suppose, further, that a state of Socialism had been brought into existence, upon a scale large enough to give it a fair trial. Would it last?

Let us consider this question for a little.

Only labor would be paid for. Now if one kind of labor was worth more than another kind, the able workman and the thrifty workman would live in greater luxury than the less able and the less thrifty. This would never do. This would not be equality. So, in a state of Socialism, all kinds of labor would be upon the same plane.

All incomes would thus have to be approximately the same. But some of us are saving and some of us are reckless. After a little, then, those who were frugal would be rich in comfort and those who were unthrifty would be poor. This, again, would never do. It would inevitably produce all the evils of a capitalistic class. And the only answer the frank Socialist has been able to make to this entirely human prospect is that all should share and share alike, and that adjustments would have to be frequent enough to prevent any wide discrepancies.

All work is to be equally honorable. Even in an earthly paradise, it would seem pretty hard to accomplish this. A deal of argument would be required to make the coal heaver forget the dust in his nose and the dryness in his throat as he shoveled in the bin of the head book-keeper of the bureau of audits and accounts.

What would be the process of selecting work, say for young boys? Would capability be the test? Who would choose for the field of pleasant labor the capable from the incapable? If one family seemed to develop boys of mathematical minds and they were allotted to their work according to their special capability, would not this family have a position socially above that of the neighboring

family where the boys were by instinct stone masons? Would there be no mothers in those days ambitious for their children?

How long could such a state of society maintain itself against the lazy and the shirking? There would be no right of discharge. A man would be in no fear of losing his job. His meals and his clothing would be his by virtue of his membership. Criminals could be locked up. The lazy could be regarded as criminals. But what of those who were merely indifferent or slack? Would the industrious be willing to carry the burden of the shirks for long?

#### The "Divine Unrest" of Men.

The greatest danger to the life of such a community would be found in the superior strength of certain men and women over other men and women. Laws could not change this. Regulations could not stop it.

Some are born leaders. Some are born demagogues. Some are born masters.

If these exceptional ones lost their power any Sunday night in the year they would be on their way to gain it the following Monday morning. They would be devising plans for the improvement of Socialism as organized. They could and would make a whole community antagonistic to certain regulations.

In a year, in a month, they would have become leaders in behalf of a new arrangement; and if disturbing Socialism were a mere matter of votes they would find it just as easy to obtain votes as men and women of the same class find it today. It is part of a plan stronger than the reasoning of men, that humanity should ever be stirred by an unceasing unrest.

A student to whom Socialists are inclined to listen attentively, Henry George, has illustrated this. Says he:

"Man is the only animal whose desires increase as they are fed; the only animal that is never satisfied. The wants of every other living thing are uniform and fixed. The ox of today aspires to no more than did the ox when man first yoked him. The sea gull of the English Channel who poises himself above the swift steamer, wants no better food or lodging than the gulls who circle around as the keels of Caesar's galleys first grated on a British beach.

"But not so with man. No sooner are his animal wants satisfied, than new wants arise. Food he wants first, as does the beast; shelter next, as does the beast; and these given, his reproductive instincts assert their sway, as do those of the beast.

"But here man and beast part company. The beast never progresses further; the man has but set his feet on the first step of an infinite progression—a progression upon which the beast never enters; a progression away from and above the beast."

In brief, all human nature must have changed if a state of Socialism, having once been established, is to continue. All selfishness must either be beaten down or taken out of human character. All blood ties must disappear. Nothing must remain but equality, an equality based upon even distribution of the things that in the last analysis are least potent for human happiness—food to eat, clothes to wear, and shelter.

#### What Would Be the Effect?

While Socialism did last, however, what would be the effect? Would it be good? Would it be bad?

What would become of the arts? For every child whose family makes sacrifices that he may paint or compose music or carve sculpture and reap their reward in his success, there are a dozen or a hundred whose families have only the reward of comparative failure.

What would become of invention? What spur would there be to industrial economies, to the perfection of organizations, in a word, to greater industrial efficiency?

All labor is to be equal. What, then, of the woman of the streets? The Socialist answers: She will not exist. He knows that lust will not disappear from earth, so he meets the problem another way. Daville, a French Socialist, views the matter in this light:

"Marriage is a regulation of property \* \* \* When property is transformed, and only after that transformation, marriage will lose its reason for existence and boys and girls may then freely and without fear of censure listen to the wants and promptings of their nature \* \* \* The support of the children will no longer depend upon the chance of birth. Like their instruction, it becomes a charge of society. There will be no room for pros-



titution or for marriage, which is in sum nothing more than prostitution before the mayor."

It is only fair to say that all Socialists do not share this view. Most of them in the United States revolt from it as instinctively as their non-Socialist brothers. They do not want to degrade marriage. They are moral as anybody else.

Take, then, the alternative which is presented in a Socialistic state of society. Assume that society is so far reformed that no man or woman will ever err sexually. What will happen then?

The bringing of children into the world is largely controlled now either by the income available to support them or by the willingness of the parents to make sacrifices for them. But none other than physical sacrifices will need be made in a state of Socialism. All will be cared for alike.

Surely children will come much more rapidly under such circumstances than now. This will mean more mouths to feed. This will mean in its turn less of food and clothing to distribute; because there will be no great incentive to men and women to increase supplies by working harder than the average.

Where will this take the world? One who cannot be accused of any bitterness towards Socialism, Professor Taussig, makes this answer:

"I cannot but believe that some coarse and mechanical regulation of the sexual relations would have to be resorted to; a formal retention, no doubt, of monogamy and of family obligations, yet without those concomitants which now make the family a safeguard for public and private well being.

"The sexual relations are made pure and sweet, and safe for society, not only by the marriage tie and the lawfulness of monogamy, but by the care and responsibility for the off-spring.

"It is hardly conceivable that any new development of public opinion, any new regulation by public authority, any decreeing of childless monogamic unions, should replace the restraints, the sanctions, the motives for both industry and economy which the individualistic family gathers about it under conditions of free opportunity and of hope for the future."

#### **A Life Without Religion.**

What would be the effect upon the re-

ligious impulses of men? This is a hard question. Indeed there are millions of Socialists who see no reason why in a state of general equality people should not be free to be as religious as they pleased. A spirit of tolerance would prevail, they argue. One could worship any God he chose.

The first thing to be noted is that Socialism as a philosophy takes no account of religion. It provides no place for it. Not only does it take this position but it defends it with pamphlets bearing the title—"What has religion done for humanity?"

"Our ethics," say the Socialist leaders—and they say truly—"are the ethics of Christianity." But ethics and morals are rules; they are not a religion.

Again, is it conceivable that the state could allot particular children to particular faiths? Or that separate ecclesiastical authorities could exist or different ranks of such authority, where everything is managed by the state in order to produce equality? Is Socialism to wait until all the world thinks alike on questions of religion? If not, can Socialism hope to make all faiths equal?

Most significant of all, as to religion, is the attitude of the leaders of Socialism. They have generally been products of a school of thought which exalted "pure reason." They have been "rationalists." So they have written themselves down. W. D. P. Bliss, a Socialist teacher, says: "It is perfectly true, however, that the large majority of avowed Socialists are divorced from recognized religion and the church, and that this does lead many of them to extreme radicalism on all questions of ethics, money and the family."

And Ferdinand August Bebel, the great German leader of today, has said:

"In the domain of government we are come to republicanism, in economics to Socialism and in what is now called religion, to atheism."

#### **An Issue of Human Nature.**

The world grows better through the strivings of men. There never has been an age which did not require that men should be as able as possible in order to go ahead. This is the law of all the vegetable and animal kingdoms—the law of natural selection. The whole story of life from the tiniest and least developed plant to the greatest human character the



world has ever produced, is the story of this law.

Socialism does not ignore it. Socialism attacks it. The law is not necessary, it is argued. The law is evil. The only reward Socialism would offer would be, not going ahead, not possessions, not leisure, but as Madam Annie Besant states it:

"The desire to excel, the joy in creative work, the longing to improve, the eagerness to win social approval, the instinct of benevolence—all these will start into full life, and will serve at once as the stimulus to labor and the reward of excellence."

This would not seem to have been the purpose of that Great Power which made the world and made us as we are.

The issue between private property and Socialism is an issue first and fundamentally of men's character, motives and ideals. It is an issue of human nature.

Through all the centuries the world

has been growing better. Through all the centuries it has been developing laws. Into it came One to give all the people of the world a new ideal of unselfishness, a pattern of perfect life. Misunderstood as He has been, dreadful as have been the mistakes committed in His name, He has yet given this world its largest hope for the future.

His plan was to develop, to glorify, human nature. Socialism would fit it into a groove and require it to be content.

No scheme to overwhelm class by class is like Him. "Think ye not I have come to destroy," said He, "but to fulfill." From the day of His coming the world has responded to a new ideal, a new fulfillment of natural law. What He taught would indeed make an earthly paradise. And the earthly kingdom which He sought to establish is nearer, vastly nearer, by every teaching of history and every test of reason, than the mirage with which Socialism would supplant the light of the world.

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## A QUESTION OF INTEREST TO AMERICANS

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### The Immigrant In America

**T**HE Immigration Question is ever before the American people. Is the immigrant a desirable citizen?

Frederick J. Haskin has risen in defense of the immigrant. In a series of thirty articles recently published in the Chicago Daily News, Mr. Haskin has told the story of Uncle Sam's aliens. His preface, which was printed as an announcement, contained the following startling paragraphs:

I am the immigrant.

Since the dawn of creation my restless feet have beaten new paths across the earth.

My uneasy bark has tossed on all seas.

My wanderlust was born of the craving for more liberty and a better wage for the sweat of my face.

I looked toward the United States with eyes kindled by the fire of ambition and heart quickened with new-born hope.

I approached its gates with great expectation.

I entered in with fine hope.

I have shouldered my burden as the American man-of-all-work.

I contribute eighty-five per cent of all the labor in the slaughtering and meat-packing industries.

I do seven-tenths of the bituminous coal mining.

I do seventy-eight per cent of all the work in the woolen mills.

I contribute nine-tenths of all the labor in the cotton mills.

I make nineteen-twentieths of all the clothing.

I manufacture more than half the shoes.

I build four-fifths of all the furniture.

I make half of the collars, cuffs and shirts.

I turn out four-fifths of all the leather.

I make half the gloves.

I refine nearly nineteen-twentieths of the sugar.

I make half of the tobacco and cigars.

And yet, I am the great American problem.

When I pour out my blood on your altar of labor, and lay down my life as a sacrifice to your god of toil, men make no more comment than at the fall of a sparrow.

But my brawn is woven into the warp and woof of the fabric of your national being.

My children shall be your children and your land shall be my land, because my sweat and my blood will cement the foundations of the America of To-Morrow.

If I can be fused into the body politic the melting pot will have stood the supreme test.

## Rotarians and Civic Advancement

By Ralph E. Sunderland

Omaha Rotary Club, Representing Retail Coal

TO SUCH extent as men are really determined—even if it involves sacrifice—to be of use to their respective communities, ONLY to such extent will organizations in which they hold membership constitute wholesome, constructive forces for civic advancement.

The average, or I may say, the normal, man accepts reluctantly from another suggestions as to what is really desirable and best in the matter of one's relation to one's city and to his fellow townsmen. Yet such a relation does exist and no man can either escape or honestly deny the existence of the responsibility involved.

The writer believes and contends that all men, as individuals, owe to their country a service, a real, actual, personal service. Thanks to conditions to which we have contributed but little, it is no longer necessary to

offer one's body as a target for the bullets of a national enemy, nor to render any other similar sacrificial service in behalf of the country. But, nevertheless, the nation still has problems, serious problems, the solution of which rests upon the individual citizen, the personal, individual man, Rotarian and Non-Rotarian alike.

What is done in the cities is likely to largely determine the course and progress of national advancement.



RALPH E. SUNDERLAND.

Mr. Ralph E. Sunderland of the Omaha Rotary Club has recently made a move to San Francisco, where he has established a unique business—that of handling Chinese and Japanese merchandise and novelties on a mail order basis. Mr. Sunderland has been vice-president and director of the Associated Ad Clubs of America. He is said to have been responsible for the inauguration of a commission form of government in Omaha.

We think well enough of ourselves to believe that Rotarians stand high when tested by the standard of good citizenship and we are discussing Rotarians. Few there are, even among Rotarians, who are willing to actively and openly endeavor to improve civic conditions, if such an attitude presents the probability or even the possibility of a business hazard.

And such a probability or at least possibility exists in most cases, but nevertheless advancement must be sought; efforts toward improvement must be made.

Accomplishment necessarily involves or presupposes resistance. There are always some real factors which help to bring about both the good and the bad conditions pertaining to community interests and the factors engaged on both sides of the question resist each

other. Those which bring about or foster unworthy, unwholesome, undesirable conditions will most certainly resist those which would improve such conditions.

Without argument it must be conceded that there is only one side to this question to which Rotarians, as all other self-respecting men, can—at least privately—subscribe. And yet there are so many of us who are willing to tolerate things which we do not approve; who forget that to permit is to promote. In fact their

number is so great as to easily constitute the balance of power, unused power, the missing link in the progress of civic decency, community wholesomeness, genuine, worth-while, constructive advancement.

To possess power is to become responsible. The habit of accepting responsibility is the greatest developer of character, of ability and of usefulness. Applied to civic affairs, the realization of responsibility prompts one to take a fairly accurate self-measurement.

Thrown for real civic advancement, the combined influence of Rotarians in any city would be a force which could not fail to be felt. If a municipal matter is under discussion or if Rotarians undertake to be serviceable to their city, the governing incentive should be to benefit the majority of the people, even though it may not appear to specifically benefit ourselves or our particular friends.

One can not wisely undertake to point out in so brief a paper the particular methods by which Rotary Clubs may bring themselves up to a place of genuine usefulness in their respective communities. The subject is merely brought up for such discussion, such interest and such action as may be.

One thing should be kept clearly in mind in dealing with civic matters, especially those involving quasi-moral questions and that is the unfortunate fact that so many good men, as suggested hereinbefore, seem determined to take no hand in civic matters if they can figure out the possibility of any detrimental effect upon their business as a result of such cooperation.

Yet, as Rotarians, we can afford to try

to measure up to the standard we profess to approach and lend our influence in the right direction.

When we, as individual members, recognize and accept our civic responsibility we will be very nearly a unit in the matter of undertaking in a sane, unprejudiced, non-partisan manner, some civic task which will be worthy of the name Rotarian.

By self-examination we will always find the weak spots in the organization to which we belong. It is as commendable to strengthen our own personal weak points as it is to correct errors in our business systems.

Consider any proposed club undertaking on its merit and if it does not appeal to the individual member, such member, before opposing, might well give thought to the question "Is the plan wrong or am I wrong?"

These random thoughts have come to my mind as I have tried to "locate" the relation of Rotary Clubs to civic affairs.

Fundamentally the analysis must begin with the attitude of the individual member toward the question. In fact one need not pursue the subject much, if any, farther than that in order to reach a logical conclusion.

Having been "ordered" to prepare a comment on this subject, I have done it. If you like it, say so to me. If you don't, please roast our president, Dan Baum, Jr., to whom I bow in strict obedience. He is young, handsome, and doesn't care what he himself says about anyone nor what anyone says about him. Aside from this, however, he is one of Omaha's very best and Rotary is lucky to have him.

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#### PREPARE SOME TOPIC FOR DISCUSSION AT BUFFALO

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In order that the Committee on Convention program and Topics may present the most practical topics for discussion at Buffalo, we make this call upon Rotarians generally to give the subject serious consideration. We suggest that each club discuss this problem at its earliest opportunity, to the end that at least one live topic may be suggested by each. The discussion of these topics will doubtless prove most interesting and profitable. The benefits will be threefold: to the club whose discussion originates the topic, to the delegates and visitors at the convention, to all who read the convention reports.

JNO. DOLPH,  
Chairman Committee on Convention Program and Topics.

## How to Reduce Business Failures

By Walter Weiss

Of the Grit Printery—(Rotary Club of Wichita, Kansas)

**T**HE chart of intelligible statistics is the only guide to reduction of expenses. Knowledge of such statistics will enable either the reduction of expenses or the development of more or better paying business.

It is necessary for everyone in business to know the exact cost in detail of doing business, in all departments of his business. We have found it so in our business.

Business men hire bookkeepers to keep their accounts straight. What reason have they for not hiring a cost system man to keep their production straight? They hire clerks to check in all shipments made them, so as to be sure they get all that they pay for. What reason have they for not hiring a cost system man so as to be sure their labor is giving them all they pay for? They hire accountants to see that all purchases check in O. K. and that billing has been made on all out-going shipments, but let their stock on hand "go hang" because they have a lock on the front and back door. Then at the close of the year they throw their force into an inventory to see where they stand. What reason have they for not having a cost system man who carries a continuous inventory, being able at any time, within a few minutes to give them an accurate check on any item?

Any one of these items is as important as the other. They all represent their cash value.

It is easy to overestimate or underestimate a man if one does not study and know his ability and capacity. Do not expect your workmen to take the lead, and put all the ginger into your business, and make money for you while you show indifference. Show them ways and means, causes and effects, profits and expenses and losses, and watch them come through. Spirit them on as you take them into your confidence and they will then stay with your house.

Much ruinous competition comes from the clerk, salesman or foreman of a department launching into business for himself after having saved up some money

working for you. He has seen only a part and believes the game is easy money without the proper insight to figure what really constitutes costs. Take him into your confidence, show him the difficulties of your line of business, he will appreciate it, and will not likely launch out if he realizes what is before him. If he does, he is going to be legitimate competition wherever he lands.

Thorough knowledge of all your operations is the only safe guide to the maximum production and minimum of overhead expenses, whether it be departmental or general.

It is possible to get each workman's production, the actual condition of each piece of machinery in a plant, the exact amount of make-ready time, the running time, the amount produced and the idle time with the cost of operating same. This enables one to detect all leaks and produce the highest possible efficiency, thereby enabling one to bill work on a square deal basis.

The departments a customer's work goes through is the basis on which he pays, and he gets all he pays for, or his money's worth. Occasionally he may think a charge is a little high; but as a whole he will find his work very satisfactory, even from a price standpoint for he receives the benefit of the efficiency. Especially if one assembles the time spent in running around for prices. And right here enters one fine thought, "The Efficiency of One's Own Time." This however is a subject in itself.

The thing that should interest all business men, is not to know just how to do every detail of the work in their establishment, but what is each of my help doing and what are the results of each of my departments? The statement of costs gives it in a nutshell.

That business man who after he asks his bookkeeper how much cash is on hand and is told and is handed the list of collections and disbursements to be made, then asks the cost system man for his results, and is handed his continuous inventory showing all stock on



hand, the result in detail of each department, whether machinery or hand work, with his statement of cost, can very quickly see where he stands.

I am sure the reason for so great a number of business men in any line making a failure is due to their not knowing their costs. I cannot conceive the idea that any sane man is going to sell any goods at a loss if he knows it. I firmly believe the reason for so many business men not knowing their costs is due to their throwing up their hands at the suggestion of getting a detailed knowledge of their costs, saying it is too much work, too much expense, nothing gained, Smith forces me to sell at certain prices anyway, what is the use, and so on. These are only a few excuses some business men are making every day. Such business men are a menace to their line of business.

Pardon me for leaving my subject, but it seems to me that in as much as one of a line belongs to this club, we could be of vast good to our community. If each of us would place our business on the most efficient and economical basis, we might then let the light break forth, show all ruinous competition the error of its ways, and by so doing try to make our city an A. No. 1 commercial center. This should reduce failures, remembering that in every failure some of us hold the sack. It is of course true that some so-called business men cannot be shown or told. They are afraid to know the truth.

In answer to such remarks or excuses as mentioned, I should for example say

as to work, that success in any undertaking is rewarded by the amount of effort put into it. As to expense, if one installs a system that makes for him more money or stops him from going bankrupt, it is cheap at most any price. As to nothing being gained, why all is gained for it makes of him a successful man whether he remains in that business or drops it and takes up another line. As to him being forced by his competitors to sell at certain prices, that is all bosh for he has his detailed costs showing his labor costs, departmental costs, overhead and all. This enables him to find the wrinkle, wherein he can produce a job profitably at the price or he lets Smith fill up to overflowing on such stuff, staying himself by that which is profitable, working on that line he is best fitted to handle.

Gentlemen, we do not ask for your business just because you are Rotarians, we do however want your business, but we want you to feel that we are the printer for you; that we are truly boosters, believing that in the success of the city as a whole lies our success; believing that the latest inventions thoroughly tried out and found to be efficient, producing, printing machinery are none too good for our customers. We want you to know that we will give you a square deal, because we know our business and know what we are doing. We want you to trust us and know that we are worthy of your confidence and support. Our aim is to keep our plant ahead of the present, not build for today alone but for tomorrow, with "a square deal for all."

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### A MILLION DOLLAR JUBILEE

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#### **Burroughs Men Dine in Celebration of a Million Dollar December Business.**

"A Million Dollar Jubilee" is what the Burroughs men called it, and the celebration, convention and dinner took place Saturday, February 1, in all the large cities of the United States.

The reason for this Jubilee is the fact that during the month of December, 1912, the business men of America purchased \$1,017,050.00 worth of Burroughs adding and listing machines—3,324 machines in over 492 styles and combinations—not including the sales made in foreign countries.

This is the biggest month's business in the history of the big Burroughs company.

At the same time, day and hour the program was carried out in each of 75 American cities where the company has a sales or district manager.

From sixty other American offices and from cities where no office is maintained, the Burroughs men journeyed to the larger offices and joined in the celebration.

There are Burroughs men who are members of Rotary Clubs.



## The Statler Service Codes

By Permission of E. M. Statler, A Rotarian

(We reprint the following codes not merely because they are well written, not only because we recognize in them something that will appeal to every man who travels, but because their spirit should prevail in every shop, every office, every establishment or institution of any kind that makes a bid for the patronage of the public.—The Editor.)

### FOREWORD



**Life is Service.**

**The One who progresses is the one who gives his fellow beings a little more—a little better SERVICE.**

**HOTEL STATLER, aiming always to progress, sought to tell its Employees how to give MORE and BETTER service in a Way which would not be forgotten—Hence the STATLER SERVICE CODES.**

#### Code No. 1.

**H**OTEL STATLER is operated primarily for the benefit and convenience of its Guests.

Without Guests there could be no Hotel Statler.

These are simple Facts easily understood.

So then it behooves every man and woman employed here to remember this always, and to treat all Guests with courtesy and careful consideration.

Any member of our Force who lacks the intelligence to interpret the feeling of Good Will that The Statler holds towards its Guests can not stay here VERY LONG.

New Customers are just as valuable to us as Old Customers—remember that; for each New Customer is an Old Customer in the making.

See that you do your part to make him want to come back here, with his family and his friends.

Impress upon him the fine good-fellowship of the place; the "No-trouble-to-help-you" Spirit. Never be perky, pungent, or fresh—The Guest pays your salary as well as mine. He is your immediate benefactor.



Snap judgments of men oftentimes are faulty.

A man may wear a red necktie, a green vest and tan shoes, and still be a gentleman.

The Unpretentious Man with the soft voice may possess the Wealth of Croesus.

The stranger in cowhide boots, broadbrim and rusty black, may be President of a Railroad or a Senator from over the Ridge.

You can not afford to be superior or sullen with any patron of this Hotel, I said so.

Have every one feel that for his money we want to give him more sincere service than he ever before received at any hotel.

The Employee who helps to perpetuate this plan is never out of a job, nor does he escape the eye of the Man Behind the Scenes—the Boss.

At rare intervals some perverse member of our force disagrees with a Guest as to the rightness of this or that.



He maintains that the meat is well done—when the Guest says it isn't.

Or that THIS sauce was ordered when the Guest says the other.

Or that the Boy DID go up to the Room.

Or that no Party called.

Or that it was a ROOM reserved, and NOT Dinner for Six.

Or that the trunk wasn't there.

Either may be right.

But these are PERMANENT INSTRUCTIONS: No Employee of this Hotel is allowed the Privilege of arguing any Point with a Guest.

He must adjust the matter at once to the Guest's satisfaction, or call his Superior to adjust it. Wrangling has no place in Hotel Statler.

The Statler is a successful Hotel.

Men and Women of Taste and Refinement, from all parts of the World, name the Statler their Home while in Buffalo and Cleveland.

The Reason is that every Waiter in this Hotel, every Hall-Boy, the Chambermaid, the Clerk, the Chef, the Manager, the Boss Himself, is working all the time to make them FEEL "at home."

Each member of our force is valuable only in proportion to his ability to serve our guests.

#### Code No. 2.

A hotel has just one thing to sell.

And that one thing is Service.

The hotel that sells Poor Service is a Poor Hotel.

The hotel that sells Good Service is a Good Hotel.

It is the object of Hotel Statler to sell its Guests the VERY BEST SERVICE in the world.

The Service of a Hotel is not a thing supplied by any single individual. It is not Special Attention to any one guest.

Hotel service—that is—Hotel Statler Service means the limit of Courteous, Efficient Attention from each Particular Employee to Each Particular Guest.

This is the kind of service a Guest pays for when he pays us his bill—whether it is \$2.00 or \$20.00 per day. It is the kind of Service he is entitled to, and he NEED NOT and SHOULD NOT pay ANY MORE.

Every Guest who enters the Statler door comes in there because he believes he can buy some-

thing there BETTER than he can buy it anywhere else. It rests with every employee of this Hotel—doormen, bellboys, porters, clerks, waiters, maids, manicurists and managers—whether he goes away disappointed or pleased. A Doorman can SWING the door in a manner to assure the New Guest that he is in HIS HOTEL, where people are prompt to serve him.

Or—

He can SLING the door in a way that sticks in the Guest's "crop" and makes him expect to find at the desk a scratchy, sputtery pen, sticking in a potato.

When the room clerk says: "Front, show Mr. Robinson to room 1252," instead of "Show the gentleman, etc.," the Guest immediately gets a warm feeling of being welcome.

To be able to give a Guest this feeling adds dollars to the income of the house and dollars to the salary of the clerk.

An operator who is quick to answer telephone calls, and does not keep a Guest holding a cold receiver to his ear and listening intently to nothing, can swell the appreciation of Statler Service—and swell the Statler appreciation of her.

A waiter who can say "Pell Mell" when the Guest says "Pell Mell" and "Paul Maul," when the Guest says "Paul Maul," can make the Guest think himself right—and make us think the waiter is All Right.

And just here, take heed, that in all Minor Discussions between Statler Employees and Statler Guests, the Employee is Dead Wrong—from the Guest's stand-point and from Ours.

It is these little things that send a Guest away to say, promptly,

"I stopped at Hotel Statler."

Or, listlessly

"I put up at a hotel last night."

The steward (or any other Head), who can systematize and organize his department so as to save time or help, can make more money for the Statler—and more money for himself. Every dollar saved in any department means that we can sell more Service for the same price. It makes Statler Service a better, bigger thing, and it makes Somebody a better, bigger job.

Every item of extra courtesy contributes towards a better pleased Guest, and every pleased Guest contributes towards a better, bigger Statler.

### Code No. 3.

The patron of a hotel goes there because he expects to receive certain things served with celerity, courtesy and cheerfulness.

The persons who are to fetch and carry him these things will be those whose portion it is to render intimate personal services to others. Since time immemorial, this class of servitors has been of the rank and file.

Now and then a server is found—a waiter—a bootblack—a barber or a bellboy, who adds a bit of his own personality to his services. Such a one shows a bit more intelligence—initiative—perspicacity—than his fellows. The patron finds his smaller wants anticipated, and is pleased. He feels that the servant has given him something extra and unexpected—and he wants to pay something extra for it.

He tips.

Of course, there are abuses of the tip. A rich bounder wants something more than other hotel guests, and he futilely tries to get it by throwing money about.

His tips are insults and his reward Servility, instead of Service.

Or—

An individual wishing to be thought a "good fellow" ADMINISTERS tips with the advice to "buy a house and lot" etc.

Or—

An infrequent traveler, having the time of his life, tips out of sheer goodheartedness.

These types help to constitute the "Public."

It is the business of a good hotel to cater to the Public. It is the avowed business of HOTEL STATLER to please the public better than any other hotel in the world.

Statler can run a tiptless hotel if he wants to. But Statler knows that a first-class hotel cannot be maintained on a tiptless basis, for the

reason that a small but certain per cent of its guests will tip, in spite of all rules.

Statler can and does do this: He guarantees to his guests who do not wish to tip everything—**EVERYTHING** in the way of hotel service, courtesy, etc., that the tipper gets.

Let's make that a bit stronger—guests do NOT have to tip at HOTEL STATLER to get courteous, polite, attentive service.

Or, for final emphasis: Please do NOT tip unless you feel like it; but if you DO tip, let your tipping be yielding to a genuine desire—not conforming to an outrageous custom.

Any Statler employe who is wise and discrete enough to merit tips is wise and discrete enough to render a like service whether he is tipped or not.

And he is wise and discrete enough to say "thank you" when he gets his tip.

In this connection let this be said:

The man who takes a tip and does not thank the tipper does not feel that he has earned the tip any more than a blackmailer feels that he has earned his blood money.

Any Statler employe who fails to give Service or who fails to thank the guest who gives him something, falls short of the Statler Standard. We will thank any guest who reports such a case to us.

Statler does not deal summarily with his helpers, any more than he deals perfunctorily with his guests—but the tipgrafter gets short shrift here.

In Conclusion:

When STATLER Service in Buffalo became synonymous with GOOD service, we hoped that the opportunities offered for advancement in the second HOTEL STATLER, then being erected in Cleveland, would stimulate all to greater efforts. With some it did.

Now indications point to other HOTEL STATLERS in other large cities and, of course, as the field broadens the opportunities offered will be even greater. YOUR opportunity will come from YOUR ability to make YOUR part of HOTEL STATLER SERVICE the BEST service.



## Nearly 200 Cincinnati Rot

Aroused to a high pitch of enthusiasm and straining every nerve to win, the opposing Red and White parties were divided by the narrow margin of one point.



## Cincinnati Rotarians Celebrate

Red and Blue divisions in the Cincinnati club ended their attendance contest with the Blues victorious point. For particulars see page 53 this issue.



## The Inter-City Fraternal Spirit in Rotary

By Frank R. Jennings

**I** AM one of the optimists who believe that the world is growing better. The universal brotherhood of man may be a dream, and from a commercial standpoint impracticable, but the movement is surely under way and Rotarianism is giving it a tremendous boost.

The Rotary club is in no sense a religious institution, but its basic principle is "do all the good you can in all the ways you can." To some extent the impression prevails that a man goes into Rotary for what he can get out of it. This is entirely wrong, we are in Rotary for what we can put into it—the rest will follow naturally.

The following lines which I have stored up for years, and tried to live by, clearly cover the real Rotarian spirit:

"There are loyal hearts, there  
are spirits brave,  
There are souls that are  
good and true;  
Then give to the world the  
best you have  
And the best will come  
back to you.

"Give love, and love to your  
heart will flow,  
A strength in your utmost  
need;  
Have faith, and a score of  
hearts will show  
Their faith in your word  
and deed.

"For life is the mirror of king  
and slave  
'Tis just what you are and do,  
Then give to the world the  
best you have  
And the best will come back  
to you."

From my own personal experience I am satisfied that a Rotarian is a Rotarian, no matter where you find him. In my correspondence and dealings with hundreds of Rotarians all over the country, I have met the most cordial and courteous treatment.

First letters that make me feel as though I had known the goodfellows all my life. It is rather difficult to define the

real fraternal spirit as I have encountered it, but there is something which makes you feel that you are fortunate in being one of six thousand and more good live-wires, who stand ready to extend a helping hand. The fact that you are a Rotarian seems at once to inspire confidence, and throw down the bars of conventionality. We meet on common ground—each standing on an angle of the square. There may be those in Rotary who are not worthy but I have not found them.

The fraternal spirit, as I have found it, could not exist, if Rotary was not made up of broad-minded, liberal, honest, generous men, who understand the true Rotarian spirit and exemplify it.

Of course we all want business, that's what we are in business for, and we could not deny it and be honest, but there are two ways of getting it: First, by showing that we are entitled to it and doing all we can to reciprocate; and second, by getting all we can and giving nothing in return. In Rotary we take the first and most pleasant course, and do all we can to help the other fellow knowing that he will do all he can to help us.

It is not always possible nor is it expected that we reciprocate directly but by doing all we can to help all Rotarians everywhere we keep the broader fraternal spirit rotating at home and abroad. If you want

to test the inter-city fraternal spirit in Rotary just write to any club secretary and ask any reasonable favor. You can do so with every assurance that you will receive a cordial and enthusiastic response, and that the favor will be granted if within the range of possibilities.

And best of all, there is no obligation implied or otherwise, that we favor Ro-  
(Concluded on page 53.)



FRANK R. JENNINGS,  
Sales Manager Antiseptol Liquid  
Soap Co. (Member Chicago  
Rotary Club.)

# STORIES—OLD AND NEW

CONTRIBUTED BY ASSOCIATE EDITORS AND OTHER ROTARIANS

## THE COST OF LIVING.

A Kansas farmer, so the story goes, came into town to buy a new wagon. The dealer made a price of \$70, to which the farmer objected, saying that he had purchased the same style and make of wagons many years before for \$60.

The dealer explained that the advance in the price was due to higher cost of materials, etc., but the farmer was not convinced. After a lengthy argument it developed that the farmer ten years before had paid for the \$60 wagon with 600 bushels of corn; corn at that time bringing ten cents per bushel.

"I will tell you what I will do," said the dealer. "You give me 600 bushels of corn for this \$70 wagon and I will make you a present of the best reaper in my stock, your choice of surreys, and you can bring your wife down and I will make her a present of the best kitchen range I have in the place and will fit her kitchen up complete with new dishes and cooking utensils. Is it a bargain?"

It wasn't.—Wall St. Journal.

Contributed by "Jimmy" Conlon (Pittsburgh).

## SOME ROOTS.

Bobby had the toothache and his jaw was badly swollen before he summoned up courage enough to go "to Doc." Neff (Chicago Rotarian) to have the tooth pulled. The "Doc." was encouraging.

"All right, Bobby," he said, "we'll fix that in a second. Open your mouth."

"I can't," said Bobby; "me jaw's swelled too much."

"Doc." summoned his assistant.

"You take this big hatpin," he whispered, "and when I nod you jab it hard through the seat of the chair Bobby is in."

Then he turned back to Bobby.

"Come on, Bobby," he said again; "open your mouth."

Just then "Doc." nodded and the assistant jabbed hard. Bobby emitted a terrific yell and when he opened his mouth "Doc." got the tooth.

"Well," he said, "I got her, Bobby, didn't I?"

"You sure did" said Bobby, rubbing himself where the hatpin had penetrated, "but gee 'Doc,' I never knew de roots went down so far."

Contributed by Frank R. Jennings (Chicago).

## AND METHUSELAH SAID TO NOAH—

I was riding down town in a Broadway cable car this morning, when there chanced to sit down beside me a charming little matron of perhaps twenty-five.

When the conductor came for her fare, she pulled off her gloves, opened her hand bag, took out her purse, closed her hand bag, opened her purse, took out a dime, closed her purse, opened her hand bag, put the purse in her hand bag, closed the hand bag and smilingly gave the conductor the dime, and pulled on her gloves.

Then she took the nickel change, pulled off her gloves, opened her hand bag, took out her purse, closed the hand bag, opened her purse, put the nickel inside, closed the purse, opened her hand bag, safely put away her purse, closed her hand bag, slipped on her gloves, carefully patted her back hair and settled back contented and smiling.

Contributed by Willis M. Hawkins (Kansas City).

## LIKE FATHER, LIKE SON.

William had just returned from college, resplendent in peg-top trousers, silk hosiery, a fancy waistcoat and a necktie that spoke for itself. He entered the library, where his father was reading. The old gentleman looked up and surveyed his son. The longer he looked the more disgusted he became.

"Son," he finally blurted out, "you look like a fool!"

Later the old major who lived next door came in and greeted the boy heartily.

"William," he said, with undisguised admiration, "you look exactly like your father did twenty years ago when he came back from school!"

"Yes," replied William, with a smile, "so father was just telling me."

Contributed by J. W. G. Curtiss (St. Paul).

## THE ROTARY ROUND-TABLE

FOR THE DISCUSSION OF MATTERS OF GENERAL INTEREST

### PROPOSES ROTARY CLEARING HOUSE

Boston, Mass., Jan. 16th.

To the Editor:

One of the members of the Boston Rotary Club has evolved an idea that might be helpful to all Rotarians. His thought in brief is this:

If a specialty house manufacturing a distinct line of goods, we will say in Boston, should receive inquiries from prospective customers in Chicago, it would be very helpful as well as profitable, if the Boston house could have samples of their goods in the Chicago Rotary headquarters so that they could advise the inquirers in Chicago to go to the Rotary headquarters and examine the samples.

The secretary of the Chicago club could have the price lists at hand, and if a sale was made, then the Chicago club or its secretary would receive a commission.

This does not mean that the secretary of the club is to put himself out unless he wishes so to do in order to secure customers for the Boston house. It would merely mean that the Chicago Rotary headquarters would be a sample room for goods not manufactured by any of its members, and would co-operate with out-of-town Rotarians in displaying those goods to prospective customers, whom the out-of-town company could persuade to visit the Chicago office and examine its samples.

The Boston man under discussion is a manufacturer of statuary and plaster cast. It would not be possible, of course, for your office to carry a full line of his samples, but one or two samples would show the quality

of work which is produced, and that goes a long way in his line. The idea came to him after receiving several inquiries from Chicago. He deals largely with libraries, public schools and other institutions.

I do not know how far that idea could be carried, but as he presented it to me in the office here, it looked like a mighty fine plan and thoroughly Rotarian.

Take this office for instance: We could arrange cases or shelves on which to keep samples of the goods which a Chicago, or St. Louis or Cincinnati Rotarian wishes to sell in Boston, provided of course we have no member handling that line. I could keep his catalogues and other literature on hand and he could refer his inquiries to this office.

I would do my utmost to make a sale and would receive the regular salesman's commission. That could be shared with our local difficulty on an equitable basis. This plan might enable the club to pay a large share of its office expenses and would increase the secretary's salary.

I lay the matter before you for your careful consideration, but it seems to me that there is a possibility here which would prove of very great value to Rotary and would give it a standing in the community also beyond that which it already has. Indeed such a plan if followed systematically might lead to the employment of an Assistant Secretary who had salesmanship ability to take entire charge of that department.

WM. J. SHOLAR, Sec.

### K. C. ADVERTISING MAN MAKES AN OFFER

**WILLIS M. HAWKINS**

Advertising Agent, Kansas City, Mo.

Dear Perry:

Just got an idea—shoot!

I am the original kid who invented the Rotating \$5.00 Bill stunt.

Now, I see that several Rotary Clubs throughout the U. S. are using the "Rotating \$5.00 Bill" to strengthen the bond of commerce between their members, and this thought struck me:

There should be a closer commercial bond between Rotarians of different cities.

For instance, if there isn't a Rotary adver-

tising man in your burg, why not call on Mac Martin of Minneapolis, or some other Rotarian?

Now the idea is just this—to start the fun of inter-city business among Rotarians, I will give services in the preparation of any advertising to the amount of \$25 for any "Rotating \$5 Bill" that is in circulation, and

I further agree to spend any "Rotating \$5 Bill" that I so receive, with some member of the club from which I receive it.

This offer is not open to any club in which there is an advertising man.

WILLIS M. HAWKINS.

### HOUSTON'S VALUABLE "TIP"

The Rotary Club of Houston submits the following plan for aiding the Divisional Vice

Presidents, who have in charge organizing of new clubs.

President Cornell in an effort to accelerate enthusiasm among business firms of Galveston and Beaumont, Texas, through the regular weekly bulletin of the Houston club, asked each Rotarian to mail him a letter expressing his opinion of the value of Rotary club membership, an impression of the club from various angles, his theory of the future civic good of the organization and, lastly, his advice to fellow tradesmen in various lines in other cities, if an opportunity to become a Rotarian offered itself.

Response to this request was spontaneously enthusiastic and the letters are fairly steeped in the Rotary spirit. An invaluable aid in ef-

fecting quick organization in the two Texas cities referred to has been the Houston club's experience and the plan is offered as a "tip" for other clubs. No better "clincher" for a favorable decision for the "first-dozen-live-ones" in unexploited cities seems possible than these testimonials from members in corresponding trades and professions.

Aside from this, they are valuable in that they constitute data for an inventory of the prevalence of the true Rotary spirit in any club; President Cornell's gratifying experience in reading these letters could well be shared by any club official. Copies of such letters should be sent to Secretary Perry.

### PRACTICAL ROTARIANISM

[A letter from a Philadelphia Rotarian to his fellow members in the Rotary Club of Philadelphia.]

Dear Sir:

I am a jobber in Steam, Gas, Oil and Air Supplies, covering all kinds of Pipe, Valves, Fittings and their connection. The people who use this material besides plumbers and steam fitters, are as follows:

- (1)—Contractors of all sorts.
- (2)—Mills of all sorts.
- (3)—Engine Builders.
- (4)—Ship Builders.

In fact anybody who manufactures any article using an engine to generate power, or who has a steam heating system is an outlet for my material.

You personally may not be in the market,

but you undoubtedly have a friend who is. Sit down and write me a letter of introduction to your friend, and I will do the rest.

The following is an example of how it works out—I wanted to boost Bowden, of Dill and Collins, manufacturers of high grade paper. I couldn't use any myself, but I buy from the Pittsburgh Valve and Fittings Company, of Barberton, Ohio, whom I discovered (after writing to a number of manufacturers from whom we buy) were contemplating publishing 25,000 catalogues, and notified Dill & Collins. They put their representative to work on it, and have since received the order that will amount to several Thousand Dollars.

You may be able to do this for me, and I would be very glad to do it for you.

Very truly yours,

WALTER WHETSTONE.

### WINNIPEG'S CORDIAL INVITATION TO REAL ESTATE MEN

Winnipeg, Feb. 14, 1913.

To the Editor:

The Real Estate Convention of 1913 will be held in Winnipeg from July 28th to August 2nd and the Winnipeg Rotary Club extends a cordial invitation to visiting Rotarians who

may be in attendance to call while in the city that the Rotarian spirit may be exemplified. Delegates from all parts of the continent will be in attendance and we anticipate visits from a score or more of Rotarians.

H. M. SCHINBEIN, Security Land Co.

### A SIMPLE METHOD TO RECORD ROTARY BUSINESS

Originated by Philadelphia, also used by New York.

When an order is left with, or a bill paid to a fellow Rotarian one of these stickers is to be attached.

Within three weeks Chairman Reeder had sticker stubs amounting to over \$7,000.

No attempt is made to get the names of those who give or receive the business. It is only desired to learn what volume of business there is in the Club.

This is a ROTARY order; be sure to bring it to the attention of your Mr. ....

**Before Tearing off this "Fenton Label"**

ROTARIAN RECEIVING THIS ORDER WILL PLEASE  
FILL IN AMOUNT ON STUB BELOW AND MAIL  
WITHOUT SIGNATURE

F. M. REEDER, Chairman

Date.....

RECIPROCITY COMMITTEE ROTARY CLUB

839 MARKET ST., PHILADELPHIA, PA.

I Acknowledge Receipt of ROTARY Business

This Day Amounting to \$.....

## More or Less Personal



Headquarters has moved—across the street to larger quarters—812 Fort Dearborn Bldg., Chicago.

Elmer R. Murphy of Chicago Rotary has been visiting his child—the Rotary Club of Jacksonville (Fla.). A special “prohibition” committee was appointed by Vice President Minium to receive “papa” with proper honors and Elmer says they did it.

International Vice President Harry W. Stanley of Wichita is doing good work visiting and addressing Rotary Clubs in his own and adjoining divisions.

“R. R. R.” became a benedict early in February. Secretary Rogers won one of the finest little ladies in San Francisco and the Rotary Club of “Come 1915” presented her with a handsome silver service.

Mr. Lee B. Mettler claims the Marathon visiting record. He wants anyone to dispute it if he can. Mr. Mettler says that his record to date is twenty-one clubs visited.

Mr. D. J. Callahan of the Washington (D. C.) Rotary Club has been elected president of the Chamber of Commerce of that city. Mr. Callahan is manager of the Norfolk and Washington Steamboat Company, also national treasurer of the Supreme body of the Knights of Columbus.

International Director Harry L. Ruggles swept down on Indianapolis with a force of thirty irresistible Chicago Rotarians where he was supported by a party of forty Cincinnati Rotarians and by another party of seven from the Louisville Rotary Club. The result: The Rotary Club of Indianapolis with a charter list of seventy-five of Indianapolis leading business men.

Patterson (N. J.) is going to have a Rotary Club (probably has it now) as a result of the activities of Rotarians Jenkins and Kenyon of the Rotary Club of New York.

President Emeritus Paul P. Harris called at the office recently to express his pleasure at the splendid services President Glenn C. Mead is giving to the Rotary cause.

E. L. Ormsby of the Oakland (Calif.) Rotary Club is in Washington to attend the inauguration as the special representative of the city of Oakland.

Another Southern American city has joined the circle. Birmingham (Ala.) now has a very live and vigorous Rotary Club. Harry B. Wheelock is the president, J. E. Shelby, vice president, and B. L. Ridley, secretary. Atlanta and Mobile will be next.

President B. W. Smith of the Minneapolis Rotary Club is up in the northwest doing business, visiting Rotary Clubs and having a fine time. Mr. Smith has spent a portion of his time in Vancouver (B. C.) and in co-operation with the Seattle Rotary Club has stimulated the organization of a Rotary Club in Vancouver.

Mr. C. R. Root has been prominently identified with practically every enterprise, within the last two decades, that had for its object the development of the agricultural resources of the western portion of the United States. Mr. Root is the seed man of the Denver Rotary Club.

There is a new industry in Sioux City (Iowa) as a result of Rotary. The organization of the Rotary Club of that city developed the fact that the community had no photo engraving plant. Correspondence with and from the International Headquarters brought the condition to the attention of Rotarian Bierman, the photo engraver of St. Joseph (Mo.), and he now has a plant in Sioux City and the Rotary Club is boosting for him, of course.

To boast a thoroughly modern 18 story, \$3,000,000 hotel is not in the lot of even every Rotary city, and Houston, Texas, is particularly proud of its new Rice Hotel, “The South’s Finest” which this issue of the Rotarian announces as ready for registrations. The Houston boys are always prating of their great winter climate and with ideal tourist hotels, the Texas gulf coast country seems to be coming into its own.

“The only responsibility that a man cannot evade in this life is the one he thinks of least,—his personal influence. Man’s conscious influence, when he is on dress-parade, when he is posing to impress those around him,—is woefully small. But his unconscious influence, the silent, subtle radiation of his personality, the effect of his words and acts, the trifles he never considers,—is tremendous.”—From Self-Control, by William George Jordan.

“There are no cut-and-dried rules for making advertising successful. Each man has to work out in a large measure, his own salvation. There is, however, one sure way to make it pay, and that is by persistence and common sense. There are no substitutes for these elements in advertising or anything else for that matter.”—Jed Scarboro.



## WHAT THE CLUBS ARE DOING

News Letters from the various Rotary clubs are arranged alphabetically, but each month the club appearing first is rotated to the end of the section.

### DUBLIN (Ireland).

By the time these lines are in type the second year of the Dublin Rotary Club's existence will have concluded. A good deal has been crammed into those two years. From very modest beginnings we now number over 120 members, every leading business and profession in the city being represented. It will not be for want of trying if our third year does not see Rotary still stronger entrenched in the minds of Dublin businessmen.



DR. JAMES R. WALSH  
President Dublin Rotary Club

We are pleased to be able to present a picture of Dr. James A. Walsh (Graham's Medical Hall, Westmoreland St., Dublin) the very popular President for the past twelve months. Under Dr. Walsh's presidency Rotary in Dublin has gone ahead remarkably.

During the last year our attendance has risen from an average of about 25 to close on 70. We have still room for improvement and our Secretary intends to—but I must not give away his latest scheme.

As Editor Perry knows by this, Dublin Rotary Club is now affiliated to the international organization.

Among recent addresses of interest given by members were, Mr. McKnight (Dublin

Woolen Mills) on "The Woolen Trade," and Mr. McGregor (Dublin Mercantile Association) on "Credits."

The writer of these lines referred in his last letter to a visit we had from Secretary Campbell of Belfast. The name should have been Boyd. To Mr. Boyd my apologies are hereby tendered.

Mr. Editor, look out for a sprig of shamrock on the "17th of Ireland."

T. A. GREHAN, Assoc. Ed.

—Mr. Grehan: Sure and how would I know where to look for a sprig of shamrock. Meaning no harm we'll give you a bit of a song instead.—Editor.

### "THE SEVENTEENTH OF IRELAND."



We festoon the spokes of the Rotary wheel  
With shimmering shamrock of green;  
After years of dismay  
We greet you to-day,  
With a smile and an optimist's mien;  
For Ireland to-day is an island of hope,  
Where Progress has battled and won;  
For yesterday's tears  
And yesterday's fears  
Are no more: we stand face to the sun.

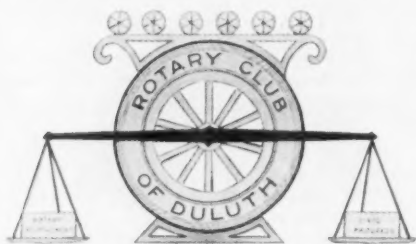
—J. C. B.

### GOING TO EUROPE THIS SUMMER?

Then wouldn't you like to go with a *Private Personally Conducted Party* organized by the wife of a *Chicago ROTARIAN*? Sails July 2nd. *Seven Countries* visited. 2 months. Only \$500.00. Write for *Booklet*.

MRS. A. L. WHITE  
6444 Yale Ave., Chicago, Illinois

## DULUTH (Minn.).



On Monday, January 27, the Rotary Club of Duluth held the second of its Ladies' Nights at the rooms of the Commercial Club. About one hundred members and ladies were present, and the evening was most pleasantly passed with music and song; nor was Terpsichore forgotten; her votaries persisted in service at her shrine until the bachelor dwellers in the club building had all made and forgotten their excuses for being late to work on Tuesday morning, and had fallen asleep. About an hour later the party dissolved.

The regular business meeting was held prior to all these things, President Filiatrault presiding. Progress was reported on many important civic and state matters, and Secretary Bate reported the reservation of five rooms at the Statler on behalf of Duluth Rotarians visiting the Buffalo Convention.

Mr. Silberstein, chairman of a special committee to consider ways and means to secure an acceptable ticket of aspirants to commissionership under Duluth's recently acquired commission form of government, reported that his committee had met with committees from all other civic organizations in the city, and that all were working to a common end.

The best minds in Duluth are centered on the problem of securing the best possible men to govern our city; we have the most progressive charter of any city in the United States (for the acquisition of which, much credit must be given to the Rotary club) and we propose to follow up our advantage by securing men of undoubted ability and unquestioned integrity to apply to our civic needs.

The Public Affairs Committee of the Commercial Club recently gave a dinner to the Rotary Club, at which we were flatteringly complimented on the work we have done for Duluth, and at which we were promised the whole-hearted assistance of that powerful body in whatever plans we might mature in the future to that same end.

It has always been the plan of the Rotary club to secure the entire co-operation of all other civic bodies in their plans for civic betterment, realizing that only through undivided and unselfish effort can the greatest possible good result. Nor do we need (though, being human, we do not dislike) to be complimented on our success; the reward of civic betterment comes to every citizen in proportion to his regard for and interest in his city. The Rotary Club of Duluth has come to regard itself almost in the light of Duluth's civic conscience.

CHAS. H. MACKINTOSH, Assoc. Ed.

## HARRISBURG (Pa.).



Interest, Rotarily, is keyed up to a high point. At a recent meeting the Membership Committee was strengthened by a Booster Committee. President Robison, instead of appointing the boosters, requested volunteers. As fast as the secretary could record the names, one after the other popped up and signified his willingness to serve in that capacity. Three meetings of the Boosters were held during the interim between the club meetings, and ten applications were the result. The readiness with which the members took up this very important line of work is very gratifying to the officers and is encouraging to the club as a whole.

Detention of trains, so-called discrimination in freight rates, and traffic ordinances have been under consideration by various committees. The fact that our committees are appearing before railroad officials and city councils shows the importance of the subjects being considered and the manner in which Rotary is making its influence felt in this community.

Manager Andrews, of the Harrisburg Baking Company, entertained the club recently. The Rotarians viewed with great interest the operations of a plant that has a daily output of 32,000 loaves of bread, and rolls and cakes so great in number that time is not taken to count the aggregate.

The Harrisburg club has already entertained politicians at a banquet where candidates of the various political parties gave reasons "Why they should be elected." Prominent citizens were entertained at a subsequent banquet. At the third banquet we had the attorneys as our guests, and now, in accordance with that custom, we will have in the near future "Manufacturers' Night." Prominent speakers have been secured and the Entertainment Committee is making the arrangements on a scale that will be in keeping with the occasion.

The second administration is working with the end in view of making the club a practical, aggressive and influential organization. Animated by this motive, the members are having pointed out to them that their dues should be regarded as an investment that brings returns. A club of 100 active workers is better for the interests of Rotary than an enrollment of 200 passive men. The man who pays his dues and is content simply to have his name on the roll does not receive the return that he is entitled to. His investment, so to speak, is rolled up in a napkin. On the other hand, the member that makes the proper effort in one or more directions, will reap the desired benefit.

W. M. ROBISON, Assoc. Ed.

### HOUSTON (Texas).

The Houston Rotary Club gave its first Gridiron Banquet on the night of January 31st, at Hotel Bender, at which not only the "regulars," but practically all newly-elected members, a total of 170, were in attendance. The program was one of the delightful things of the season.

President Robert H. Cornell, who acted as toastmaster, gave a short talk on Rotarianism. He was followed by the first appearance in local concert of the Houston Mandolin Quartette. They were followed by Houston's well-known lyric tenor, Mr. George Doscher. The average Houstonian would go almost any distance at any time to hear Mr. Doscher's magnificent voice.

Addresses were made by Mr. J. C. Dionne, on "Popular Ignorance of the Lumber Industry," by Mr. Marcellus E. Foster on "Words," and by Mr. R. C. Duff on "The Texas Welfare Commission."

Following the addresses the master of gridiron ceremonies, Mr. Henry Stude, took charge. During the balance of the meeting it was difficult to be heard on account of the laughter. "Warming the Political Grill," by "unidentified participants," proved to be a clever burlesque on local politicians, many of whom were present.

This was followed by the "first appearance in the South of London's famous necromancer and clairvoyant, Mme. 'Fannie Nevah Fails,' in her world's greatest mystifying and science-baffling exposition of the occult," which also provoked gales of laughter.

The Rotarian spirit was at all times in evidence and altogether the club has reason to congratulate itself on the showing made.

Special efforts are being made to insure the attendance at the Buffalo convention of a large Houston delegation. Brother Ernest Peters of the T. & B. V. R. R., who is chairman of the convention committee, has the matter in charge.

Rotarian Sam Kaiser, of the Empire Sign Company, displayed at a recent banquet a splendid panoramic sketch which he called "Rotary Firms Along the Houston Ship Channel." Mr. Kaiser will be in evidence in the Houston number of the Rotarian in June.

A committee of eight "Georges" from the Club have in charge the Washington and Rotary Birthday celebration to be given Saturday night, February 22nd. It has been decided that the evening shall be practically given over to the extolling of Rotary. It is expected that representative delegations from Galveston and Beaumont Clubs will be present. The matter of ladies' attendance at Rotarian functions semi-annually has been decided in the affirmative.

Postmaster Seth B. Strong, one of our most consistent members, recently addressed a circular to the members of the Rotary club, in which he set forth how large a unit the postoffice really is in the development of a community, taking Houston, of course, as an example.

Brother Sachtleben, manager of the Majestic Theatre, was the host of the Rotarian membership last month at his handsome playhouse. The Rotarians enjoyed to the limit the fine vaudeville program provided.

Houston will exchange speakers with Dallas, San Antonio and New Orleans Rotary Clubs for the Rotary birthday celebration.

The Houston organization, 230 strong, has decided definitely to invite the International Association of Rotary Clubs to convene here in 1914.

HARRY VAN DEMARK, Assoc. Ed.

### JACKSONVILLE (Fla.).

The most interesting Rotary event in Jacksonville during January was a luncheon at the Windsor Hotel on the fourteenth, with the poet whom Florida loves and claims, Nixon Waterman, as guest of honor. George E. Leonard, the Rotarian real estate man, presided at this meeting and his eloquent introduction of Mr. Waterman will long be remembered as one of the real feasts of the club. Nixon Waterman responded as only he could do and within a few moments the whole membership was of one mind and that mind in sympathy with all mankind. Mr. Waterman believes in his fellow man as good Rotarians do. Such belief, however expressed, inspires humanity and raises the value of real estate for miles around. Jacksonville is full of it. The Rotary club brings it into manifestation.

On January 21st the regular monthly dinner was served at the Aragon Hotel and the attendance was very good. Mr. Loren H. Green presided at this meeting and although not well physically he proved himself a giant mentally. Never was a meeting handled better and the members all left feeling closer to each other than ever before. His theme was that Rotarians should be close to each other.

The speakers of the evening were Mr. George W. Hardee of the cigar industry, Mr. R. L. Boyd, Manager Southern Bell Telephone Co., and Mr. Arthur J. Doyle of Burroughs Adding Machine Company. Another Rotary success was scored on this occasion.

There are rumors of a real Rotarian picnic on Washington's Birthday at Panama Park. Our president, Mr. George W. Clark, will furnish the park. He and his brother, Charles A. Clark, are now on a trip to Panama.

F. O. MILLER, Assoc. Ed.



#### The Veteran Expert Rotarian

or the "baby" member get the same value for the price. We know—  
you don't need to. Send for Rotarian specimens.

—Established 1889—

#### GATCHEL and MANNING

DESIGNERS and ENGRAVERS in ONE or MORE COLORS  
PHILADELPHIA



## KANSAS CITY (Mo.).

PRIZE WINNERS, KANSAS CITY CLUB'S CONTEST FOR DRESS BEST REPRESENTING MEMBER'S BUSINESS.



F. G. Beach, Auto Supplies

Robt. S. Elliott, Sporting Goods Pres. Burton F. Pierce, Talking Machines

Frank T. Riley, Printing Alpha Elberfeld, Florist

## LOS ANGELES (Calif.).



Our weekly meetings are, in truth, Rotarian, both as to attendance of members—which averages 75 per cent—and the interest of the members.

The president has introduced a novel scheme to beget acquaintanceship, which he has most fittingly named—an "introductory contest." This consists of a stipulated number of members each selecting some brother Rotarian, keeping the name a secret until he rises to speak, and boosting him and his business for two minutes. This has proven most interesting to the members, each man apparently try-

ing to prove that "the man who goes into Rotary, as a business has no business in Rotary." This is a very clever boost, for it not only benefits the man who is being boosted but the man who does the boosting, thereby being twice blessed—he that giveth and he that receives.

We are now keeping track of the business done between Rotarians by means of printed sheets, the members writing down each day the number and amount of purchases made from Rotarians. At the end of each month the member having made the greatest number will receive a silver cup donated by Feagans & Co., the winner to retain the cup. This will be done for the year, and at the end of that time, the member who has patronized the most members will receive a large silver loving cup donated by the same firm.

Mr. J. R. Waller of the American Cash Register Company donated three prizes to be given to the members who could write the best "ad" on cash registers, to consist of not less than 50 words and not more than 100. Mr. Ernest Ingold of the Los Angeles Investment Company won the 1st prize—a handsome gold watch, and was heartily congratulated by all



the members. Mr. Andrews, the president, won the second prize, a handsome chair. The third prize, a hat, also was won by Mr. Ingold.

That Los Angeles is the Mecca for all the world is demonstrated each week, for at recent luncheons, we have had Mr. Michaud of the Duluth Rotary Club; Mr. Bonner of the Boston Rotary Club; Mr. Fred Scheill of the Detroit Rotary Club; Mr. J. J. Smith of the Chicago Rotary Club; and Mr. McGrath of the San Francisco Rotary Club. We have endeavored to make these gentlemen feel so at home that they could not possibly miss their own club meeting. Being a Rotarian certainly creates a kindred interest, for we know that

All who joy would win, must share it,  
Happiness was born a twin.

E. McHENRY, Assoc. Ed.

### LOUISVILLE (Ky.).



Our club now has ninety-eight members. The attendance and interest at both our luncheons and evening meetings is increasing.

We had fifty-two present at our last meeting, when Rotarian R. S. Carver, business manager of "The Louisville Herald," gave an interesting and instructive talk on "The Making of a Metropolitan Daily."

"Boost weeks"—two at a time as we meet only twice a month—have been inaugurated. Two members are boosted each time. The results are gratifying.

A three months' Attendance Contest between the "Always Present" under General Frank P. Bush, and the "Never Absents" under General Arthur Kaye, began at our last meeting, when the "A. P.'s" had 28 present, and the "N. A.'s" had 24.

A lively rotation is anticipated. Both sides are already claiming the victory.

Our club boasts of having the best male quartette in the city. Our "Sing Sheet" is proving quite popular. Nothing so good to break the timidity of some new men as singing, especially popular airs and "stunt" songs. Try it.

Louisville Rotary grows in favor all the while. We are counting on having at least 150 members by the time of the Buffalo Convention. C. H. HAMILTON, Assoc. Ed.



First Illustration of the  
INTERNATIONAL ROTARY FOR  
Courtesy of The Makers  
MAXWELL & BERLET  
Incorporated

Philadelphia - Atlantic City

### EDWIN J. SCHOETTLE CO. ROTARY MEMBERS

Paper Boxes and Mailing Tubes

237 N. Sixth Street,

PHILADELPHIA

### Painted Bulletin Service City and Railroad Boards

GOMEZ CO. Houston,  
Texas  
MAX JACOBS, Mgr.—Rotarian

### Pacific Adv. Distributors Los Angeles, Cal.

Samples and Printed Matter Promptly and Properly Distributed in Los Angeles and Vicinity. Sign Tackling. Office 1009 W. 2nd.  
Paul T. Wayne, Mgr., Member Los Angeles Rotary Club



ECONOMY

## "Antiseptol System"

SANITATION

The Perfect Liquid Soap Service

ANTISEPTOL LIQUID SOAP COMPANY CHICAGO, U. S. A

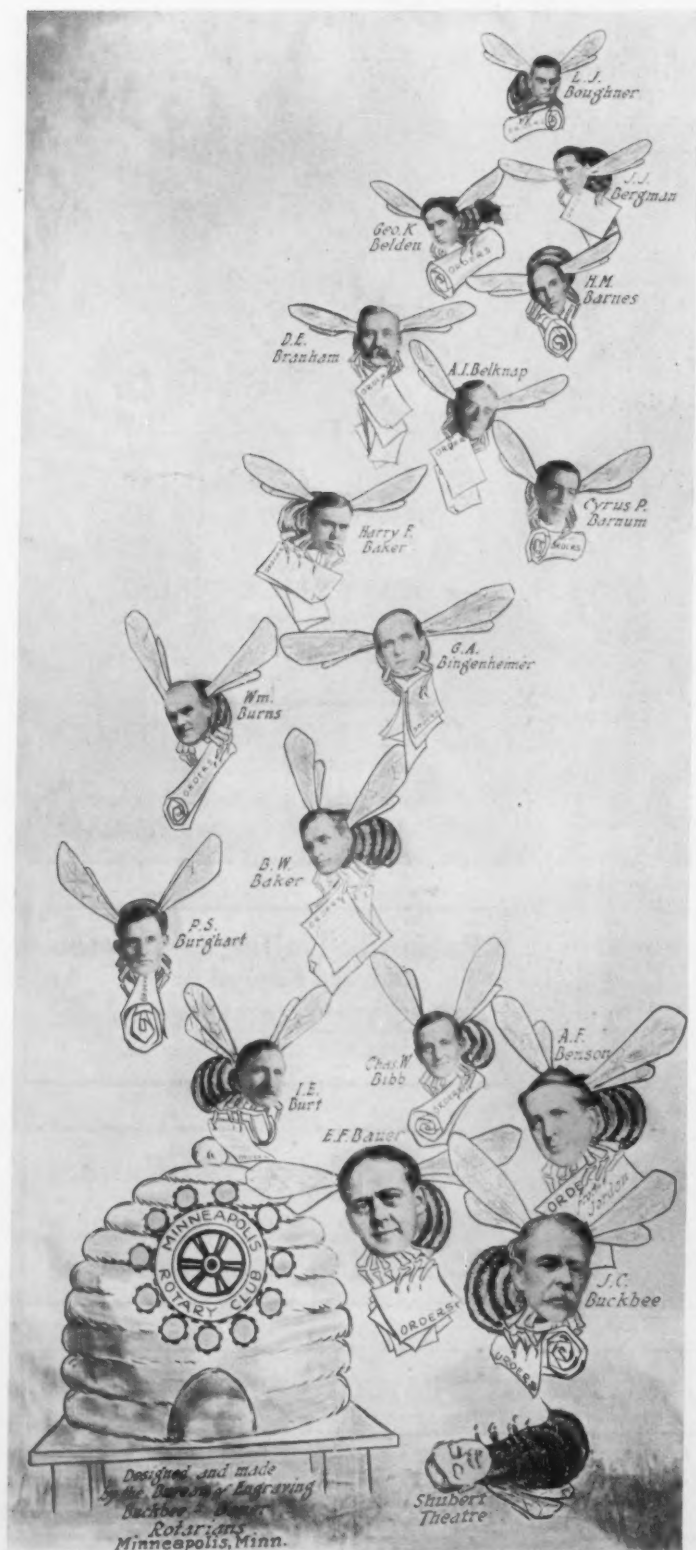
OUR PRICE: Single Barrel Lots, 75c per Gal. On Contract lots, 60c per Gal.

WORLD'S LARGEST EXCLUSIVE MANUFACTURERS OF LIQUID SOAP

F. R. Jennings, Member Chicago Rotary Club







## MINNEAPOLIS (Minn.).

The members of our club whose names begin with the letter B had charge of the program for last week and presented a very interesting line of business talks. Mr. Bauer of the Bureau of Engraving fixed up an elaborate poster of the "Busy Bees" in Rotary Club. This consisted of a canvas 7 x 12 feet with large photographic heads of the members attached to the bodies of the bees who are represented as approaching the Rotary hive.

### The "B" Song.

Be our Little Rotary Bumble Bee,  
Buzz around—Buzz around  
—Keep a Buzzin' 'round.  
Bring all the honey orders home to me,  
Little Bee—Little Bee—Little Bee.  
Let us Boost each other's Biz—That's just what Rotary is—  
And when it helps you don't forget it's me,  
Ro-tary—Ro-tary—Ro-tary.  
Be my Little Rotary Bumble Bee,  
Buzz around—Buzz around  
—Keep a Buzzin' 'round.  
We'll Be just as happy as can Be,  
You and me—You and me—You and me.  
Rotary keep a Buzzin' please  
—We have eighteen cousin B's  
But we want you to Be our Rotary Bumble Bees.

Each month we are giving the members whose names begin with the same letter an opportunity to take over the entire time of one meeting for a program. There is considerable rivalry among the several groups, selected on this basis, to have the best meeting. The Bees gave us several very creditable papers of about two minutes length each.

GEO. L. LANG,  
Assoc. Ed.

## OAKLAND (Calif.).



The Oakland Rotary Club had its "big eats" in the gold room of the New Hotel Oakland, January 16. The inclemency of the weather kept down the attendance, but nevertheless, there was a goodly showing. Speeches were made by Probation Officer Reuss, telling of the work done for saving from themselves those who have yielded to temptation, and asking the business men present to assist him in the task of procuring employment for a few men who he knew by a little encouragement, would make good.

Mr. Bridges spoke on the club's achievement in the past and his labors in providing programs for each meeting, and D. L. Aronson told us how shoes are made, all about the tanning and different grades of leather, and the many specialists it requires before shoes are complete, and the reason of the advances in cost. A small souvenir was presented to each member by Aronson in the shape of a can of dressing for the shoes.

During the holiday week, Oakland was the host to about one hundred visiting "Rosearians" from Portland, Oregon, accompanied by the governor of Oregon. As usual the Rotary club was called upon to do its part in the way of entertaining the guests, as many members from the Portland Rotary Club were among the visitors. Besides taking them "all around the town" in automobiles and showing them the wonderful development which is going on in Oakland, we wine and dined the "Rosearians" at the new "Hotel Oakland" in the evening, in royal style.

John Clements of the Pacific Gas & Electric Company told at the meeting held January 9, of his visits lately to the different Rotarians' places of business. The club now has a new innovation, each member at every meeting drawing a name and it is incumbent upon him to call at this member's place of business.

Mr. Baird I. Spalding was the speaker of the day and described his travels and dangers in the arctic regions, and afterwards answered several questions. Mr. Wooley also told briefly a few anecdotes of his recent eastern trip.

E. L. ORMSBY, Assoc. Ed.

"It is just as easy to go through life looking for the good and the beautiful instead of the ugly; for the noble instead of the ignoble; for the bright and cheerful instead of the dark and gloomy; the hopeful instead of the despairing; to see the bright side instead of the dark side. To set your face always toward the sunlight is just as easy as to see always the shadows, and it makes all the difference in your character between content and discontent, between happiness and misery, and in your life, between prosperity and adversity, between success and failure."—Orison Swett Marden.

## PHILADELPHIA (Pa.).



During the past month we have been honored with a call from President Whitney of the Worcester, Mass., club.

All of our members sympathize most deeply with Director Koenig who has been doubly afflicted in the loss of his sister and father.

An excellent idea has been put into operation by the Reciprocity Committee whereby all members paying bills to other Rotarians attach a printed slip asking that the bill be called to the attention of the member to whom it is paid and also asking that member to detach and forward it to the Chairman of the Committee showing the amount of the sale. No signature is attached to the slip so that only the amount of business interchanged is known. In the first four weeks this system was operated the sales reported amounted to about \$12,000, a very excellent result.

Our Brother across the river, the Camden Rotary Club, is flourishing and its membership is increasing very rapidly. Doubtless it will soon be knocking at the door for membership in the International Association, and President Baker, ably supported by Secretary Cline, is making things hum.

During the past month the weekly meetings have been addressed on the following subjects which furnish an idea of the versatility found in Rotary: Surety Bonds, Asphalt Mastics, Manufacture of Chemicals, Typewriters, Gingering up the Sales Force, Oilless Bearings, Howe Scales, Auxiliary Fire Alarms, Tin Plate and Sheet Metals, Optical Goods and Drugs.

In addition to the talk on typewriters we were entertained with a short address by Mr. Blaisdell, the World's Champion Typist. Mr. Blaisdell visited this office and the young ladies were greatly benefited by his instructions and suggestions.

Our friends of the Harrisburg club are arranging for a State Meet to be held some time in April to which the Pittsburgh and Philadelphia members have been invited. This will bring us all closer together in the Keystone State and should develop inter-state relations that would be impossible without a meeting of this kind. The Philadelphia delegates to the Duluth Convention are looking with much pleasure to renewing their friendship with the Pittsburgh delegates.

We have received a copy of a very attractive souvenir menu from the Washington Club on the occasion of their quarterly dinner held January 31st.

CHAS. A. TYLER, Assoc. Ed.



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The only way to try out an advertising medium is to get up good copy, put it in for a long time—six months at least—and study results. Try it in

**THE ROTARIAN**

## PORTLAND (Ore.).



"How much publicity does a Rotary Club desire?"

This highly suggestive question is from a San Francisco correspondent.

Since publicity is the profession of the writer he has always assumed that every time the Portland Rotary Club did something to command space in the daily or monthly press, the public should learn about it through such mediums. Acting on this belief he has written a good deal.

But the correspondent suggests that Rotary is reciprocal purely. In other words, a body of men each representing a separate line of business seeking patronage, constitute themselves a circle or clique, outsiders barred, even as to participation in the knowledge of their activities.

I have some very definite conclusions on this subject. But before expressing them I want to hear some other Associate Editors express opinions if the genial and generous editor of *The Rotarian* will give them space.

Next month should be the time for answers. How much publicity does a Rotary Club desire?

I do not know how other clubs measure strength. Our measure is the personnel of members and the number of enlistments. This measure means something. Weekly our list of vacancies becomes less, the list of members who are men prominent in the city's life grows greater—in several senses.

The Portland Rotary Club has nearly reached the 200 mark. There hasn't been a particularly scintillant membership campaign. The men who are members now have brought in others whom they believed reach the high standard of Rotary.

Now we are approaching the time of annual election. The next Portland letter will declare the results. The presidency apparently rests between Harry P. Coffin and C. V. Cooper. Mr. Coffin has been chairman of the membership committee and Mr. Cooper has served during the year as first vice president. Both are of the best.

Our meetings increase in interest because more is put into them—more thought, more originality, more resource. It has been a long time since we imported speakers. Yet the attendance at the Tuesday luncheons has increased until we seriously think of finding a larger meeting place.

A few days ago the Rotarians of Portland held a "Sold in Oregon" exposition. It was a big interest maker. It helped in realizing the Portland ideal—the most friendly acquaintance between all Rotarians and their businesses.

MARSHALL N. DANA, Assoc. Ed.

## SALT LAKE CITY (Utah).



The Salt Lake Rotary Club now consists of nearly 100 members and is 2 years old. Its regular weekly meetings are at a luncheon held at the Hotel Utah every Tuesday at 12:15, except on the first Tuesday of each month when the regular monthly business meeting and dinner is held at 6:30.

One of the things that is a matter of pride to every member is the comment of our Rotary visitors from time to time to the effect that we seem to average very high in attendance at the meetings, compared to our total membership, the percentage running often higher than 65 and 75 per cent. It simply demonstrates how valuable each member considers his membership in the club.

To show the stuff Salt Lake Rotarians are made of let it be known that at the date set for the last business meeting and dinner at the Hotel Utah, mine host Reli found himself in a predicament. Late in the afternoon a water main broke which put the hotel heating and lighting plant out of commission. In a brief space of time he was scheduled to feed nearly a hundred hungry Rotarians and the Water Department could not get the break (a serious one) mended in time. The "bunch" began to congregate and some wandered into the banquet hall where tables had been set but it was at refrigerating temperature. What to do. Did Rotarian Reli call it off? Not much! In 30 minutes he had tables laid in the kitchen of this magnificent establishment, where there was not only plenty of warmth but all of the good things which go to make up a Rotarian feed. Every member was a "sport" and went into the "depths." Such a jolly time as those Rotarians had will be remembered for many a day. Every one voted it a great success and appreciated the resourcefulness of our fellow member in taking care of the club in this way.

As an indication not only of the popularity of local Rotarians as well as their well deserved business prominence, out of fifteen candidates placed in nomination for membership on the Board of Governors of the Salt Lake Commercial Club (a club, by the way of over 2,000 members on January 1, 1913) five of whom could be elected to serve three years, there were four Rotarians, Messrs. King, Murphy, Steiner and Richmond. These four gentlemen received the highest number of votes among the entire number, consequently FOUR ROTARIANS and one other were elected.

President Lester D. Freed has been in the eastern markets for several weeks. Vice President Steiner presides very ably during his absence.

GRATTON E. HANCOCK, Assoc. Ed.





JAY F. HAIGHT  
President San Diego Rotary Club

### SAN DIEGO (Calif.).



The San Diego Rotary Club has recently installed a paid secretary to look after the increasing business of the organization occasioned by the rapid growth in its membership and activities. Franklin M. Bell, a native Californian but fresh from the fount of Rotarianism, Chicago, where he was a student at the Armour Institute, is the man selected for the position. Already he is making the spokes whirl and hum with his schemes for the local organization.

The club is now a year old and numbers within its membership eighty of the live wires in San Diego's professional and business life. The liveliest of live wires is our first president, Carl H. Heilbron, and believing his spirit is typical in a measure of the attitude of the average Rotarian in this marvelously progressive California section, I want to give a brief sketch of the man who has been such an inspiration in the making of the San Diego Rotary Club, and in truth, in the making of San Diego.

At the risk of over-working an expressive and willing word, I refer to him as a live wire, believing the expression fits him in more senses than one. The term is particularly apt



CARL H. HEILBRON  
First President San Diego Rotary Club



FRANKLIN M. BELL  
Secretary San Diego Rotary Club

in view of the fact that Heilbron is in the electrical business.

At thirty-two years of age, he is the president and active head of The Southern Electrical Co., whose volume of business in a city of seventy-five thousand, last year totaled a quarter of a million dollars.

But Heilbron's activities extend far beyond the confines of his store and office. He is a confirmed "booster," and to show with what favor his fellow citizens look upon his efforts in this line, it may be cataloged that he has been elected "El General" of the Order of Panama with a thousand members, a director of the Chamber of Commerce, chairman of the entertainment committee of that body, president of the Transportation Refunding Co., and Exalted Ruler of the Elks. He is past Master of the Masonic Order, Past Grand Persuivant of the Grand Lodge of the State of California, Past Grand Trustee of the Knights of Pythias, State of California, and is the Royal Vizier of the D. O. K. K., Al Sahil Temple, Knights of Pythias.

Mr. Heilbron is six feet three inches high, weighs 240 pounds, with a voice in proportion. He is a favorite speaker at all booster meetings, and as one of his admirers phrased it, works twenty-three out of twenty-four hours for San Diego. In spite of this fact, however, he has built up an electrical business than which there is only one larger in the state. With his retirement from the presidency of the Rotary club, he has become a most efficient chairman of the membership committee



## San Diego Exposition---1915

THE San Diego Rotary Club urges upon all Rotarians a visit to the coast in 1915. A unique—a different exposition is building here now. You'll want to see the land of sunshine and flowers in winter. Come to California. See both expositions.

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San Diego, California

The club is proud to include in its membership, Wm. Kettner, the newly-elected Democratic Congressman from this District.

Among the pleasant social affairs in the last few weeks was the dinner dance given the club by our esteemed member, John J. Hernan, at the Hotel Del Coronado, of which Mr. Hernan is manager.

A feature that seems to be working well toward increasing the attendance at the noon day weekly luncheon is the 50c fine imposed upon absentees.

The recently installed officers are—President, Jay F. Haight, Haight Advertising Agency; Vice President, Earl Garrettson, Surety Bonds; Second Vice President, Geo. W. Colton, President The Auto Tire Co.; Treasurer, Benjamin H. Vreeland, Public Accountant; Secretary, Franklin M. Bell.

J. F. HAIGHT, Assoc. Ed.

### SAN ANTONIO (Texas).



Very little should be expected in the way of correspondence from the San Antonio Club this month.

Since the first copies of the February Rotarian, which featured San Antonio, arrived in town the club membership has been in a badly disorganized condition. All of us whose pictures appeared or whose articles were printed in the San Antonio number have been going around looking for compliments from our fellow members and those of us who were not so featured have been feeling a little sore at those who were.

In my last month's letter I stated that any compliments on the San Antonio number would be acceptable. Up to date I have received but one letter and that was from "Lord of New York" as he signed himself. Brother Lord invites all San Antonio Rotarians coming to New York to drop into his office at 171 Broadway and have something on him. I think this invitation may bring results for we all like to get to the big city occasionally and we certainly will give Brother Lord a chance to buy.

The San Antonio Club will celebrate the birthday of Rotarianism in fitting fashion aided by the wives, daughters and sweet-hearts.

Commodore Wadhams of the United States navy who is touring the country in behalf of a greater navy will address the Club at our luncheon on February 21st.

J. R. SPRAGUE, Assoc. Ed.

### SAN FRANCISCO (Calif.).



Our treasurer is chairman of a special committee which is raising the money with which to entertain you when you do come to San Francisco.

Our secretary is newly married! (Both doing nicely, thank you!) No member of this club ever "went and did it" with the good wishes of so many friends.

Each member of our Board of Directors receives, just previous to each board meeting, a copy of the minutes of the last meeting. This helps not only to refresh each man's memory, but when copies are kept they form a record of the board's work for each director.

Our members, like yours, are divided into two classes; those who attend regularly and those who attend occasionally. Each "regular" phones to three of these "occasionals" on the morning of each meeting day and urges his attendance. This brings some of the "weak sisters" to meeting.

Our club expects all Rotarians who visit this city to look us up at our headquarters, and to lunch with us any Tuesday you're in town.

Our President has asked each committee to appoint a secretary from among its members who keeps the minutes of its meetings and reports in writing to the president the activities of his committees.

Our Vice President asks you to remember San Francisco's invitation To each nation In creation Come! 1915.

W. BASHFORD SMITH, Assoc. Ed.

### SEATTLE (Wash.).



During the past month the Rotary Club of Seattle has had some extremely interesting programs, consisting of salesmanship talks, autobiographies, and matters of civic importance. Recently we had a salesmanship contest; five members participating and each making a closing sales talk, which proved not only beneficial to the members, but profitable to the participants.

On the evening of January 22 an evening meeting was held at the New Franklin High School. Through the courtesy of the superintendent and school board, the Rotary club

was the first organization invited to inspect this new and up-to-date school building since its dedication. The banquet was served by the ladies of the Domestic Science department. Very interesting talks were given by Superintendent F. B. Cooper on Modification in Public School Service; H. A. Woodcock, Ed. Dept. Y. M. C. A. on Vocational Schools; and Mrs. J. A. Reed on Vocational Guidance.

The program was filled with good music and during the banquet the Franklin High School Orchestra rendered selections in such pleasing manner as to win great applause.

On Friday evening, January 17, a company of thirty-six, Rotarians and their wives, visited

Scenic Hot Springs which is situated at the summit of the divide, Cascades. Skiing and coasting were the special attractions, for real snow is an unknown quantity on the Seattle coast of Pudget Sound. The whole crowd was enthusiastic over the fine time.

It is impossible to describe the warm-hearted brotherly feeling which exists among members of our club; always ready to be of service to themselves and to the city. They have engendered the envy of even the ladies.

The Secretary's office in the Rainier Grand Hotel has been honored with calls from a number of visiting Rotarians.

L. F. ALLEN, Assoc. Ed.

## GOOD INDIANS BUT LIVE ONES-OF SIOUX CITY



**LEN O'HARROW**  
PRESIDENT



**ROBERT W. HUNT**  
VICE PRES.



**JNO. O. KNUTSON**  
SECRETARY



**ED. T. KEARNEY**  
TREASURER

### SIOUX CITY (Iowa).



Enthusiasm is running high in the Rotary club of Sioux City. During the month of January, we had 33 names on the Honor Roll, and an average attendance throughout the month of 72 per cent. Out of a membership of 89 active and associate members, there was an average of less than 6 per cent unaccounted for.

We have adopted the rule of fining each member the price of the lunch for unexcused absence, and it "works like a charm." Furthermore, The Fraternal Committee (of nine members) have divided the membership into equal portions, and each member of the Committee telephones the members of his "team" on the day of the meeting.

This club has arrived at an important position in the affairs of our city, although it is not yet six months old. We are proud of the uniformly high quality of our membership, and

it is perfectly safe to say that no other list of the same number of non-competitors could be secured that would quite measure up to it.

At our annual meeting, we accepted the invitation of the Sioux City Commercial Club to meet in their new palatial quarters, where we held the most interesting meeting in the history of our club. We elected all the old officers and a new board of directors. These informal meetings seem to bring out the most interesting remarks from the members.

We have been the means of securing a new industry to Sioux City in the Bierman Engraving Co., a plant now in operation. We got in touch with Mr. F. Bierman (of the St. Joseph club) through "Rotary" connections, and induced him to locate here. We anticipate that the warm reception given him, and the loyal support he will receive, will probably induce him to remove his residence to Sioux City in the near future.

Our President, "Len" O'Harrow, is enjoying a Western trip, and is reporting some interesting meetings with Rotarians in the various cities on his itinerary. "Len's" principal interest now is the Rotary Club, and we look for some interesting ideas and plans on his return. In his absence, Vice President Robert Hunt is acquitting himself with credit.

JNO. O. KNUTSON, Assoc. Ed.

## SPOKANE (Wash.).



The Rotary Club of Spokane went ahead steadily during the first month of the new year. 1913 promises to be a better year than ever in a business way for the club and within the club. A strong canvass for a larger membership is already working along lines which will bring results. Practically all the classifications in the city are filled but the Membership committee is going after the leaders in the few lines left open and will soon have them filled.

The club has received many flattering letters relative to the New Year's issue of The Rotarian among them being letters from the International President, Glenn C. Mead and International Director M. Louis Wooley, of San Francisco. Various members of the club and the advertisers have also seen good results from the issue and it is considered well worth the money which it cost the club. The Spokane club has no hesitation in recommending The Rotarian as a medium of city building. It reaches a class of readers that the ordinary advertising can never hope to get in touch with and unlike other advertising mediums it holds the attention of good Rotarians all over the globe.

At no time in the history of the local club has the spirit of "business getting" or the real Rotary spirit been so strongly evinced as it has during the past few months. The members to a great extent are getting down to brass tacks in the matter of business and the remainder are being educated up to the proper standard as swiftly as possible. Various ways of advertising the members have been tried with success and the Business committee has been active considering the membership as a whole and how it can benefit the individuals. Some members who are unable to advertise themselves are brought forward by this committee and placed squarely before the club by other members of the club who are good advertisers and can talk.

As a matter of introducing the members to each other and of getting them to be better mixers, the Spokane club has put in a plan of taking the business card of each man as he comes in at the door and passing it to the next man appearing for the lunch. Each man is expected to hunt up and eat lunch with the man whose card he holds. As the order of coming is changed each week, the card system throws different men together each week.

The first fifteen men to arrive at each weekly meeting are given cards which they are expected to hold throughout the year. The man holding the largest number of cards at the end of the year will be given a substantial prize or prizes. This system of giving out cards for early attendance has been put into effect for the purpose of getting the club seated and in place as near to the hour of starting as possible.

The Spokane club gave its first dance on February 4th and it was a decided success. Each man at the dance wore his identification button, giving his name and business, and the informality of the dance brought those present in much closer touch with Rotarianism than ever before.

CHESTER L. WYNN, Assoc. Ed.

## WINNIPEG (MAN.).

I have read with a great deal of interest the recent issues of "The Rotarian" of the remarkable progress of our "Brother Jonathan" clubs. Although we are listed in the Official Directory this suffices but little to convey the strength of the Winnipeg Rotary Club and I crave space in your columns to voice some data in this respect.

We are not a very old organization but have the honor of being the first Canadian club to affiliate with the other clubs, thus making Rotary an International Association.

We have approximately one hundred members, all imbued with the "spirit" (we drink Scotch in Canada) as set forth by the principles as laid down by Rotarians.

We hold weekly luncheons every Tuesday noon at the Travelers' Club at which a goodly percentage of our members avail themselves of the opportunity to "give and take." It has proven without a doubt that those of us who attend these luncheons regularly are the ones deriving the greatest benefit. Our main object is to promote friendship among our members and in this respect the luncheons have proved a valuable acquisition.

We, in Winnipeg, "The Gateway to the Golden West" rely to more or less extent for some of our manufactured products on the United States and this hint is given out to the several manufacturers of different lines that they might profit well by a line to the users of these through the channels of our members. This applies not only to the United States manufacturer, but to the manufacturer in the "mother country" as well, and I speak here for all Winnipeg Rotarians that an invitation is extended to all members the world over for the interchange of business. We would esteem it a pleasure indeed, to have as a guest at any of our Tuesday luncheons any Rotarian who may be in the city.

A special invitation is extended in another column of this issue, to real estate Rotarians contemplating a trip to Winnipeg in July to attend the convention to be held here, and on behalf of all our members I heartily endorse the invitation and would be very pleased to welcome any member at that date, or at any time that they should favor our city with a visit.

C. J. CAMPBELL, Sec'y.

"I notice that most successful men are those whose minds are always cool, who, no matter how swift the movements of their bodies, are able to deliberate coolly and to produce calm sober judgment even under disturbing circumstances. It is not the man who reaches the corner first who wins, but the man who knows exactly what he is going to do when he reaches the corner."—Chas. E. Hughes.



## CHICAGO (Ill.).



Thursday evening, January 9th, we pulled off "A Night in Chinatown," which was very enjoyable and many novel features were sprung. Old Bill Traub (hotel and restaurant ranges) dressed in the royal robes of a mandarin was in charge, and delivered an address in Chinese.

On Thursday evening January 23, Mr. Edwin G. Cooley addressed the club on the subject of "Making Vocational Education a Real Thing." This meeting was in charge of Mr. George Landis Wilson, our vice president.

Our luncheons have been particularly well attended and very enthusiastic. At one of our regular luncheons, Colonel Leroy T. Stewart, superintendent delivery department, Chicago Postoffice, addressed the club on the subject of "Parcel Post."

The program committee has arranged two very elaborate programs for February, but the big night will be February 27, in celebration of the eighth anniversary of the founding of Rotary. Naturally this meeting will be in charge of Mr. Paul P. Harris. Nuf sed.

During January, we had the pleasure of entertaining the following Rotarians: A. B. Sommers, Tacoma, Washington; F. E. Turner, Kansas City; Mac Martin, Minneapolis, Ex-Treasurer of the International Association; O. H. Pitkin, Kansas City; Henry C. Truchs, San Francisco; Fred L. McClellan, Minneapolis; O. R. McDonald, Secretary Des Moines Rotary Club; C. Edward Knight, former President of the Detroit Rotary Club; Jesse M. Wheelock, former President of the Denver Rotary Club.

These Rotarians all made happy responses when called on. Some of the talks were classics, and should be reproduced but space will not permit.

Remember boys, when you strike this little old burg, the latch string is always on the outside.

The membership contest referred to in the last issue was a splendid success, and was won by "Antiseptol" team (liquid soap). If modesty did not forbid, we would mention that the Associate Editor had the honor to be captain of the winning team. (See "ad" elsewhere in this issue.)

FRANK R. JENNINGS, Assoc. Ed.

## THE INTER-CITY FRATERNAL SPIRIT.

(Continued from Page 34.)

tarians but we do so because we are imbued with the fraternal spirit of Rotary; because it is the most pleasant and inspiring course to pursue, and because "He profits most who serves best."

It will be a glorious world when all men understand this.

## CINCINNATI (Ohio).



Aroused to a high pitch of enthusiasm and straining every nerve to win, the opposing Red and Blue Divisions in the Cincinnati club ended their attendance contest on January 30 with the Blues victorious by the narrow margin of one point.

The contest, which began on October 31 was for the purpose of demonstrating which of the two divisions into which the membership was divided could muster the largest number of members present for the period covered by eleven meetings. Bert Alexander of the National Cash Register Company was made captain of the Blue Division by President Zumstein, and Gerson J. Brown, of the J. B. Moos Company, leader of the Red Division.

At the start of the contest the Reds took the lead and maintained it through nine meetings. When the contest was about half over the Blues picked up courage and began to gain and succeeded in tying the score at the tenth meeting on January 23, with the close of the contest a week away. The struggle between the two divisions to muster every available man and win out by a close finish was a desperate one. The division lists were gone over, delinquents picked out and hammered by the more faithful members into making promises to be on hand. As a final expedient the Red captain divided his division into two parts and assigned to every member of the first half the duty of delivering "dead or alive" a member of the other half assigned to him. The Blue captain sent each of his men a spoonful of sand, by parcels post, as a last reminder.

Automobiles were used by both sides to gather up the missing ones. Chief of Police Copelan, an enthusiastic Red worker, used a police auto to bring in several members, but the Reds worked against great odds by having nine of their men out of the city, one of the most faithful having left for South America, another for Florida and others being scattered around various parts of the country. Out of 89 of the Division left in the city, the Red captain mustered 85, but the Blue captain brought in 86, and the fight was over. The total score was Reds, 614; Blues, 615.

Our double page illustration is made from a photograph by R. E. Carl, a club member, of the final luncheon which decided the contest. The victorious and the vanquished will sit down to dinner at the Business Men's Club on February 22 and in accordance with the agreement under which the contest was conducted, the vanquished will pay the bill.

About twenty-five new members have been admitted during the past month; membership growth being stimulated by the Attendance



Contest. The club has reached a membership of 200, all live members. The directors act quickly, forfeiting membership of those who do not show the proper spirit in the club.

The Cincinnati Rotary Club will be well represented on an excursion to be made under the auspices of the Cincinnati Chamber of Commerce to the Panama Canal, West Indies and southern cities, February 14 to March 9. A total of 167 persons will make the trip from Cincinnati going by special train to Port Tampa, Fla., and sailing from Key West on the steamship "Evangeline" February 16.

William T. Johnston, Second Vice President of the Rotary club, is chairman of the Trade Expansion Committee of the Chamber of Commerce in charge of the excursion. Carl Dehoney, another Rotary Club member, is secretary of the Committee. Bert Alexander, captain of the victorious Blue Division in the Attendance contest, and several other Rotary club members will be in the party.

CARL DEHONEY, Assoc. Ed.

### CLEVELAND (Ohio).



A lot of people outside of the City of Cleveland are waking up to the fact that Cleveland is growing. It easily leads in many different lines of manufacture.

Also, a lot of people in Cleveland are waking up to the fact that the local Rotary club is also growing and getting to be some little leader itself. It is growing not only in rapid strides in members, but it is embracing men who are leaders in every line of business.

At the last monthly meeting, the annual election was held, and officers were elected:

President, R. L. Queisser; First Vice President, A. C. Klumph; Second Vice President, Geo. W. Kinney; Treasurer, P. J. Darling; Directors, W. T. Higbee, H. T. Beidler, C. A. Otis, F. H. Clark, A. H. Greeley.

Two candidates were nominated for secretary—William Downie, and Bill Downie. Bill won over William by a large margin. If anybody wants to start a riot in the Cleveland Rotary Club, all he will have to do will be to suggest that a change be made in the Secretary.

The Cleveland club has always had officers who have been particularly efficient, and who have given freely of their time to build up the organization. The President during the past year, Mr. Wemple, has endeared himself to every member; and is in no small way responsible for the splendid results accomplished

during his term of office. He has made a study of Rotarian principles, and the following recommendations as to the future policy of the Cleveland club are to the point:

"While same may not meet with the approval of the club, I earnestly recommend that a limit to membership be placed either in the line of individuals or lines of business.

"I recommend in addition to the Standing Committees a Committee called the Acquaintance Committee, whose duty it will be to see that everyone is made acquainted and at home.

"I also recommend an article in the by-laws limiting individuals from one firm to not over three.

"I have already recommended the desirability of securing a club room and a committee has already been appointed to investigate and report what they find from time to time for approval or disapproval of the club.

"I recommend a membership fee from \$20.00 to \$30.00 if same is considered wise by the club, for unless membership be limited in some way, we will grow unwieldy.

"I recommend that a Standing Committee be added to the present list of Committees on By-Laws and Constitution, the duty of said committee to be the examination of By-Laws and Constitutions from different clubs so that nothing desirable may be overlooked in this club. Our temporary Committee on By-Laws has practically completed its work and in the estimation of your President, is well done, and considers that the committee has done its duty faithfully, and trusts that its labor may be approved.

"I recommend that a Committee consisting of the president, secretary, and treasurer and two members (not officers) be added to the Standing Committee, whose business it shall be to provide a systematic form of registering and accounting.

"I recommend that a more stringent observance of enforcement of the rule as to attendance at monthly meetings be enforced. The time seems to have arrived when this can be judiciously handled."

The new President, Capt. R. L. Queisser, is well known nationally, as well as locally, in the brick business, being formerly President of the Building Brick Association of America. He is, at the present time, one of the Directors of the International Association of Rotary Clubs; and take it from us, he's some "live wire."

The Chairman of the Buffalo Convention Committee, Mr. C. Y. McVey—the noblest Roman of them all—in the telephone business, will lead the Cleveland band, and from present indications there won't be any members of the Rotary club left in the city while the convention is on. We haven't decided which hotel we will buy before starting, but inasmuch as the present membership is 267 we will have to have some good sized shack to get them all in.

The report of the Publication Committee of the Cleveland issue of the "Rotarian" was read at the annual meeting, and a check for \$1,300.00 has since been turned over to the treasurer as the Cleveland club's share of the proceeds.

The speaker of the evening was Mr. W. R. Patterson, of Chicago, who showed some beautiful views of his recent trip through the Panama Canal district. The meeting was a "rouser" and "a good time was had by all."

The Cleveland club has adopted a new emblem which appears at the head of this column. The founder of the city, Moses Cleveland, is used as the central figure. This point is explained to members of Rotary from other cities so that they will know that the people of Cleveland are not wearing clothes of that cut at the present time.

C. N. LANDON, Assoc. Ed.

**COLUMBUS (Ohio).**

Judge Black of the Probate court and Dr. Kellogg of the Broad Street Methodist church met with the Columbus Rotary Club at our weekly meeting, February 6th, and gave us the final details of the plan for our work in connection with the Juvenile Court. A committee has been appointed to work with Judge Black and Dr. Kellogg in this philanthropic enterprise and plans have been formed substantially as follows:

As a boy is brought before Judge Black in the Juvenile Court, instead of sending him to an industrial school, he will put him under

the charge of one of our members, being one who has already signified his willingness to act. The member having charge of a boy will have full powers of a probation officer, and can use this power, if necessary, with the boy and his parents. But the first attempt to reach the boy must be through friendship. We are to be his friend and adviser, something that these boys never had. All that a great many of them need is to have someone interested in them. We can be of very great service in this direction if we will take hold and each do his own part, and it will do us as much good as it will the boys.

W. J. SEARS, Assoc. Ed.

**OFFICERS RECENTLY ELECTED AT DES MOINES**

**B. F. WILLIAMS**  
PRESIDENT



**J. L. SHEURMAN**  
VICE PRES.



**O. R. McDONALD**  
SECRETARY

**DES MOINES (Iowa).**

The annual election of officers of the Des Moines Rotary Club took place January 30 and the following officers were elected:

President, B. F. Williams, President Capital City Commercial College; Vice President, Jake Sheurman, President Capital City Woolen Mills; Secretary, O. R. McDonald, Manager Mitchell Advertising Agency.

A spirited contest was entered into by the candidates for office and during the two weeks between the nomination and election the mails were full of campaign literature of various candidates.

The meeting was one of the jolliest affairs that the Rotary Club of Des Moines has ever had and just enough solemnity and sentiment was added to the meeting in the last twenty minutes by the toastmaster of the evening, George Wrightman, who in better words than the majority of the club members could have used, expressed the sentiments of the club towards the retiring president and founder of

the Des Moines Rotary Club, presenting him at the same time with a beautiful traveling bag as a token of appreciation of his untiring efforts in behalf of the club by its members.

O. R. McDONALD, Assoc. Ed.

**DALLAS (Texas).**

Did you ever eat venison? Maybe you don't know whether it comes from a buffalo or a deer? Anyway, the Dallas Rotary Club had a venison dinner recently which would have been a delight to any king. It was the treat of Mr. P. B. Lapham, who "caught" the buffalo, or deer, whichever it was, on a recent hunt in South Texas.

Mr. F. G. Kempster, of the Texas Bitulithic Company, delivered a talk recently before the club on Bitulithic Pavement.

Among other recent talks before the Rotary Club were the following: "Safety and Accident Protection," by Mr. Ralph Upton, representing the Seattle Public Safety League; "Compensation Insurance," by C. H. Verschoyle; and "The Story of a Texas Jewelry Store," by Arthur A. Everts, president of A. A. Everts Co. Mr. Everts illustrated his talk

with diamond LaValliers, pearl strings valued at \$8,500 a string, pale blue topazes and numerous other valuable gems. It was a most interesting and illustrative talk, and every one agreed that it was a richly illustrated one.

Dallas is making great preparations for the entertainment in May of the Shriners from all over the world and many Rotarians are expected to be present among the fifty to one hundred thousand visitors who will attend.

To all such at this time and any other a welcome is extended by the Dallas Rotary Club and by each individual Rotarian.

LAWRENCE MILLER, Assoc. Ed.

### DAYTON (Ohio).

Our Rotary club members are taking a very active interest in the establishment of a new form of government for Dayton. Rotarian Lee Warren James, the legal member, is chairman of the committee of one hundred citizens who recently voted a preference for the Commission-Manager form of government for the city. It is practically certain that some unique features will be incorporated in the new charter and that Rotarians throughout the country will hear of the "Dayton Plan."

On January 24 an address from Mr. E. J. Brown, Superintendent of Schools, proved timely and interesting as one of our proposed activities is in connection with the securing of closer co-operation between factories and schools in industrial education.

On January 31 the club visited the plant of the C. W. Raymond Company, the largest manufacturers in the world of brick-making machinery. The visit was upon invitation of Rotarian C. W. Raymond, president of the company. Special cars were provided for the members by Brother Towle, of the Peoples' Railway, which started from the Algonquin Hotel where each member was provided with a box lunch which was eaten on the way out to the plant. On arrival we were served with hot coffee, cake and cigars and at once commenced a tour of inspection with competent guides. This trip was voted by every member one of the most instructive and enjoyable.

Dayton is to have a new million dollar hotel in a short time. A boosters' meeting for this project was held during the month by the Chamber of Commerce and our club was invited to attend in a body and sit at the dinner. Fully 80 per cent of our members attended.

W. E. HARBOTTLE, Assoc. Ed.

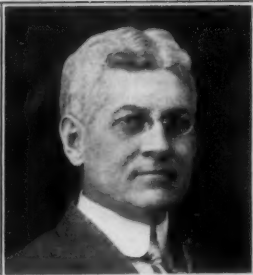
## RETIRING *and* INCOMING OFFICERS *at* DETROIT



**CHAS. EDWARD KNIGHT**  
PRESIDENT (1912)



**D. H. BOWER**  
SECRETARY (1912)



**ED. P. ANDREWS**  
PRESIDENT (1913)



**ELTON F. HASCALL**  
SECRETARY (1913)

### DETROIT (Mich.).



Our club closed a very pleasant and prosperous year on January 8 at which time the officers for the current year were installed. Reports were read showing an increase in growth of membership during 1912 from 148 to 197, and our retiring secretary, Bert Bower, reported that every member was paid up to the first of the new year. This is a very remarkable showing and one which we doubt could be duplicated by any other club having as large a membership.

On the retirement of Ed Knight from the

presidency, an office which he has most admirably filled for the past two years, the club presented him with a mahogany Victrola, the very best one we could buy, as a token of appreciation of his efforts in behalf of Detroit Rotary, and our very high esteem for him.

The new officers have taken hold with a determination to keep up the high standard of efficiency that has prevailed in the past, hustling committees have been appointed, and there is every reason to believe that 1913 will be a big year in all departments of our club.

The weekly meetings are well attended, averaging over 100 members at each luncheon. The publicity portion of these meetings is given a boost almost weekly by the offer of attractive prizes by different members.

A number of highly interesting programs are in preparation by the Entertainment Committee, most of them being of a social nature as a means of increasing acquaintanceship and good-fellowship among the members.

ELTON F. HASCALL, Assoc. Ed.

# PUBLIC SERVICE MEN

## In ROTARY

Their membership in Rotary is an evidence of their high standing and reliability.

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Raymond A. Chapin, Member Portland Rotary Club

## An Opportunity

*For Taxi-Cab, Auto, Livery, Transfer and Storage Rotarians*

**C** ROTARIANS everywhere have cultivated a desire to act upon the impulse of service, but they are human and likely to move along the lines of least resistance. Put your sign up where they can see it and they will gladly patronize you. Your ad on this page of THE ROTARIAN will promote the recognition of the worthiness of your business. Not only will your ad. be a financial benefit to you, but it will be recognized as a great convenience to Rotarians who are visiting, or who have friends visiting your city. "He profits most who serves best."

Send Us Copy at Once for the March Issue.



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# THE ROTARIAN Official Directory

Published by the BOARD OF DIRECTORS  
OF THE INTERNATIONAL ASSOCIATION  
OF ROTARY CLUBS

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March 3, 1879

## The Place to Get Acquainted.

Mr. S. attended his Rotary club one evening—one of the first meetings he had been at for some time. As he looked down the table he discovered the features of Mr. C. and exclaimed, "Great Caesar! is Mr. C. a member of the Rotary Club? Why I lost a contract which I was figuring on with him at his office last week. I didn't know he was a Rotarian."

Some time later in the evening during the general hand shaking and acquaintance-making part of the program, Mr. S. and Mr. C. came together, shook hands warmly and Mr. S. remarked: "This is a little surprise on me, I didn't know that I was figuring with a Rotarian when I was talking business with you in your office last week."

Mr. C. responded promptly: "Neither did I know that you were a Rotarian. I am mighty glad to meet you as a member of the club."

Then they fell to talking about the contract and nobody but themselves know whether or not bids were reopened or whether a basis of acquaintance was established that might have its bearing the next time that there was a chance for the transaction of business between these two men.

No, my good friend, the moral is not that every Rotarian should wear a button or badge so that every other Rotarian might recognize him at all times as a member of the order. The moral is that acquaintance begets friendship and business and the place to get acquainted is at the Rotary club meeting. If these men had been more religious in their attendance at the meetings of their club they would have been acquainted with each other long before.

## INTERNATIONAL ASSOCIATION OF ROTARY CLUBS

### Headquarters.

812 Fort Dearborn Bldg., Chicago,  
U. S. A.

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1912-1913.

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**AFFILIATED ROTARY CLUBS.**

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

**BALTIMORE (Md.).**

President—ALBERT DIGGS, Agent General Fire Extinguisher Co., and Grinnell Automatic Sprinkler, 510 Continental Bldg. Telephone, St. Paul 5656.

Vice-President—GEO. W. SCHNIBBE, Member of Firm of McCawley & Co., Overalls Mfrs., 111-113 E. Lombard Street, Phone St. Paul 5204.

Secretary—H. A. ROSSMAN, Riggs-Rossman Co., Fire Ins., 702 American Bldg. Phone, St. Paul 731.

Meetings are held every Tuesday at 1 p. m. Cafe Room, Hotel Rennert, Liberty and Clay streets.

Club Headquarters Hotel Rennert, Liberty and Clay Streets. Telephone St. Paul 1800.

HOTEL: Rennert. The Rotary Hotel of Baltimore. European plan. Centrally located.

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Secretary—WM. J. SHOLAR, Prop. The Sholar Salesmanship Service, 178 Devonshire Street, Phone Ft. Hill 1715.

Club Headquarters 178 Devonshire Street, Room 213. Phone Ft. Hill 1715.

Luncheons Every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings held on second Monday of each month at 6:30 p. m. Hotel Nottingham.

HOTEL: Nottingham, Copley Square. Modern. European plan. \$1.50 per day and up.

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Vice-President—DAVID G. HOWARD, Pres. Delaney Forge and Iron Co., Forgings, 300 Perry St. Phone, Fron. 1332-Sen. 252.

Secretary—WILLIAM J. CHOWN, Prop. Road's Short-hand School, Commercial Bookkeeping, Shorthand, Typewriting, 535 Ellicott Sq. Phone, Fron. 298½-Sen. 870.

Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler. Club headquarters at office of Secretary.

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President—H. A. CROFTS, Pres. Illinois Paper Box Co., 16 N. Ada St. Phone, Monroe 5340.

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Secretary—ALFRED A. PACKER, Ventilating Systems, 910 First Nat'l Bank Bldg. Phone, Randolph 608.

Club Headquarters and Secretary's Office, 910 First Nat'l Bank Bldg. Phone Randolph 608. Club dinners 2nd and 4th Thursdays, 6:30 p. m., at various places. Luncheon every Tuesday, 12:30 to 1:30 p. m., at Sherman Hotel, N. Clark & West Randolph, in the West Room.

HOTEL: Virginia, Rush & Ohio Streets (North Side), eight minutes' walk to shopping district and theaters.

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Secretary—CHAS. B. WILBERDING, Tailor, 206 Neave Bldg. Phone, Main 3922.

Club Headquarters and Secretary's office, 206 Neave Bldg. Phone, Main 3922.

Meetings held at Sinton Hotel, Assembly Room, every Thursday for noon-day luncheon at 12:30 p. m.

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Club Headquarters 1018 Prospect Avenue. Phones, Central 5768 W. and North 1180 L.

Luncheon every Thursday at 12 o'clock at various places.

Meetings held 2nd Monday of month at 6 p. m. at various places.

**COLUMBUS (Ohio).**

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Secretary—HERBERT SHERWOOD WARWICK, Secretary-Treasurer, The C. W. Hain Safe Co., Safes, care Ohio Union, Ohio State University. Phone, Citizens 7908.

Luncheons at 12 m. first and third Thursdays of each month.

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Club Headquarters at office of Secretary.  
Meetings, Monday of each week at 12 m. at the New Kimball.

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Vice-President—J. A. OSWALD, President Rotospeed Co., Duplicating Machines, 5th and Norwood Streets. Telephone Main 1945.  
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Club Headquarters maintained at office of Secretary. Luncheon every Wednesday at Hotel Griswold at 12:30, except 2nd Wednesday in month for dinner at 6 o'clock.  
HOTEL: Griswold, Grand River Ave. and Griswold St.

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Vice-President—RALPH W. DOWDELL, Sales Mgr. Burroughs Adding Machine Co., 303 Calder Bldg. Phone, Bell 308K.  
Secretary—HOWARD C. FRY, Coal & Wood (Retail), 9th & Market Streets. Phone, Bell 2129.  
Club Headquarters at office of Secretary.  
Meetings held on 1st and 3rd Monday of month at various places.

#### HARTFORD (Conn.).

President—CLARENCE M. RUSK, Special Agt. Traveler's Ins. Co., 700 Main St. Phone, Charter 1930.  
Vice-President—SHIRAS MORRIS, Secretary and Treasurer Hart & Hegeman Co., Electrical Appliances, 342 Capitol Ave., Phone Charter 2631.  
Secretary—W. H. ROURKE, Treas. & Mgr. The E. Tucker Sons Co., Paper & Twine, 66-68 Allyn St.  
Meetings held 2nd Wednesday of each month at various hotels.

#### HOUSTON (Texas).

President—ROBT. H. CORNELL, Adv. Mgr. Houston Chronicle, Chronicle Bldg. Phones, Preston 8000; Automatic, A. 2113.  
Vice-President—JOHN H. FREEMAN, Secretary Houston Title Guaranty Co., Stewart Bldg. Phone, Preston 1156.  
Secretary—HERBERT C. MAY, Mgr. Stomers Co., Printers & Multigraphers, Ground Floor, Stewart Building. Phone, Creston 80; Automatic A. 4888.  
Luncheon and Meeting every Friday at 1 o'clock, Banquet Hall (10th Floor), Hotel Bender.  
HOTEL: The Bender. Fireproof. Modern. European. \$1.50 to \$3.00. B. S. Swearingin, Managing Director (Rotarian).

#### JACKSONVILLE (Fla.).

President—GEORGE W. CLARK, President The Geo. W. Clark Co., Real Estate Investments, Clark Bldg.  
Vice-President—H. B. MINIUM, Manager Armour & Co., 310 West Bay St.  
Second Vice-President—FRANK O. MILLER, Pianos and Violins, 419 West Bay St.  
Secretary—CLIFFORD A. PAYNE, Fire Insurance, Bisbee Bldg.  
Headquarters, 202 Clark Bldg.  
Luncheons, Tuesday at 1 p. m.  
HOTEL: Aragon, Forsyth and Julia Streets, American and European plans. Strictly modern throughout.

#### KANSAS CITY (Mo.).

President—BURTON J. PIERCE, Dept. Mgr. J. W. Jenkins Music Co., Talking Machines, Records & Supplies, 1013 Walnut Street. Phone, Bell, M. 921; Home, M. 9430.  
Vice-President—S. C. BLACKBURN, A. B. C. Storage & Van Co., Moving, Packing & Storage, 8th and Troost St. Phone, M. 5888.  
Secretary—OTTO WITTMANN, Mgr. K. C. Auto Supply Co., Automobile Supplies, 1504 Grand Ave. Phone, Bell, G. 3181; Home, M. 3181.  
Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

#### LINCOLN (Neb.).

President—F. C. ZEHRUNG, Prop. Zehring Posting Service, Oliver Theatre. Phone, B1234; Bell No. 8.  
Vice-President—R. O. CASTLE, Senior member of firm of Castle, Roper & Matthews, Undertakers & Embalmers, 1319 N. St. Phones, Auto, B1746; Bell 746.  
Secretary—W. E. MORLEY, Secretary Lincoln Fuel & Feed Co., 1630 O St. Phone, Auto, B1338; Bell 338.  
Club Headquarters at office of Secretary.  
Meetings every Monday noon at Lincoln Hotel.

#### LONDON (England).

President—G. J. P. ARNOLD, Messrs. Percy Edwards, Ltd., Jewellers, 71 Piccadilly, W. Phone, Gerrard 3872.  
Vice-President—E. T. WEBB, London Joint Stock Bank, Ltd., Charterhouse Street, E. C. Phone, City 7681.  
Secretary—E. SAYER SMITH, The Initial Carrier Co., 49 Gt. Sutton St., E. C. Phone, Holborn 5347.

#### LOS ANGELES (Calif.).

President—ROGER M. ANDREWS, Citizens Trust & Savings Bank, Trust Dept., 308-310 South Broadway. Phones, Home 10991; Sunset, Main 1010.  
Vice-President—WALTON J. WOOD, Attorney-at-Law, Davis, Lantz & Wood, 408 Bullard Block. Phones, Home A1228; Sunset Main 1228.

Secretary—WILL STEPHENS, Fire Insurance, 314 Security Bldg. Phones, Home F. 5543; Main 1304. Club Headquarters at Secretary's office. Club meets every Friday for luncheon at Union League Club, 2nd and Hill.

HOTEL: Hollenbeck, Spring and Second Sts., 500 Rooms, 300 Baths. Rates, \$1.00 and up. Excellent Cafe.

#### LOUISVILLE (Ky.).

President—L. L. ANDERSON, Gen'l Agt. Conn. Mutual Life Ins. Co., 408 Lincoln Bldg. Phone Cumberland Main 227A.

Vice-President—A. S. RICE, President Southern National Bank, 322 W. Main Street, Phone Home, City 433.

Second Vice-President—ENOS SPENCER, Spencerian Commercial School, Phone Home, City 2986.

Secretary—C. H. HAMILTON, Gen'l Agt. Sheldon School, 400 Walker Bldg. Phone Home, City 6911. Club Headquarters at office of Secretary.

Meetings held twice a month—on the second Monday evening at dinner and on the fourth Friday noon at luncheon at various places.

#### MINNEAPOLIS (Minn.).

President—BELA W. SMITH, Prop. Smith Sash & Door Co., 305 S. 5th Street. Telephones N. W. Nicollet 96; T. S. Center 96.

Vice-President—W. C. HELM, Treas. Russell-Miller Milling Co., 432 Security Bk. Bldg. Phones, N. W. Main 4470; T. S. Center 1430.

Second Vice-President—W. P. BURNS, V. President Flour City Ornamental Iron Works, 27th Street and 27th Avenue S. Phones, N. W. So. 1945; T. S. Calhoun 2338.

Secretary—GEO. L. LANG, Cashier Geo. H. Lane, Security Bk. Bldg. Telephones, N. W. Main 774; T. S. Annex 774.

Club Headquarters at 208 Plymouth Bldg.

Meetings held every Friday at 12:30 p. m. at Hotel Radisson.

HOTEL: Radisson, 7th St. near Nicollet Ave., European Plan. New and Fireproof throughout.

#### NEWARK (N. J.).

President—ISAAC B. KILBURN, Mgr. Division "B" Prudential Insurance Company.

Vice-President—FREDERICK M. PAYNE, Partner, Payne & McCall, Attorneys-at-Law, 197 Market St.

Secretary—C. L. JOHNSTON, Asst. Mgr. Steger & Sons Piano Mfg. Co., 741 Broad St.

#### NEW ORLEANS (La.).

President—GARLAND WOLFE, Real Estate, 824 Common St.

Vice-President—DR. J. F. OECHSNER, Physician, 621 Macheca Bldg.

Secretary—WM. J. BOVARD, Insurance, 902 Hennen Bldg. Phone, Main 633.

Club Headquarters at 902 Hennen Bldg. Meetings held 2nd Tuesday of month at 6 p. m. for dinner and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

#### NEW YORK (N. Y.).

President—V. CLEMENT JENKINS, The Sheldon School, 200 Fifth Ave., Fifth Ave. Bldg. Phone, Gramercy 3175.

Vice-President—JAMES D. KENYON, Vice-President The Sheldon School, 200 Fifth Ave. Phone, Gramercy 3175.

Secretary—EUGENE G. MACCAN, 432 Hotel Imperial. Luncheon on Tuesday of each week at Machinery Club, 50 Church Street.

Luncheon on Thursday of each week at Hof Brau Haus, 30th St. and Broadway.

Club Headquarters: Hotel Imperial, Broadway and 32nd.

#### OAKLAND (Calif.).

President—ROBERT ROBERTSON, Partner Cape Ann Bakery, 575 Twelfth St. Phones, Oakland 128; Home A-1280.

Vice-President—D. E. PERKINS, Sales Mgr. Burroughs Adding Machine, No. 414 13th St. Phones, Oak 7525; Home A-5485.

Secretary—D. L. ARONSON, Mgr. Cahn, Nickelsburg & Co., Shoe Mfg., 1126 Brush St. Phone, Oakland 8455.

Club Office, 414 Security Bank Bldg. Phone, Oakland 7651. Meetings every Thursday at 12:30 at The Forum Cafe.

#### OKLAHOMA CITY (Okla.).

President—GEO. W. CURTIS, Mgr. Oklahoma City Mill & Elevator Co., 1st and Francis Streets. Phone P. B. X. 11.

Vice-President—C. M. FRITCHARD, Contracting Engineer, Kansas City Structural Steel Co., 1218 State National Bk. Bldg. Phone, Walnut 4683.

Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 400-6 Insurance Bldg. Phone, Walnut 3805.

Meetings held on Tuesday of each week, 12:15 p. m. at the Skirvin Hotel.

Club Headquarters are the Secretary's office.

#### OMAHA (Neb.).

President—DANIEL BAUM, Jr. Mgr. Baum Iron Co., 1215-23 Howard St. Phone, Douglas 131.

Vice-President—TOM S. KELLY, Gen. Agt. Life Dept. Traveler's Ins. Co. of Hartford, 1331 City National Bank Bldg. Telephone, Douglas 861.

Secretary—GEORGE J. DUNCAN, Bee Publishing Co., Bee Bldg., 17th and Farnam Streets. Telephone, Tyler 1000.

Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.

HOTEL: New Henshaw, 15th & Farnam Streets. Fireproof. Strictly firstclass. European plan.

#### PHILADELPHIA (Penna.).

President—E. J. BERLET, Maxwell & Berlet, Jewelers, S. E. Cor. 16th & Walnut Sts. Phone, Bell, Locust 2000.

Vice-President—H. B. HATCH, Royal Electrotyping Co., 620 Sansom St. Phone, Bell, Walnut 1731.

Secretary—CHARLES A. TYLER, Mgr. Bartlett Tours Co., Tourist Agents, 200 South 13th St. Phone, Bell, Walnut 2491.

Regular luncheons at the Bingham Hotel on Wednesdays, 12:30 to 1:30 p. m. Club headquarters, 200 South 13th St.

Regular monthly dinners at Kugler's, 1412 Chestnut Street on the third Tuesday of each month at 6:30 p. m.

#### PITTSBURGH (Penna.).

President—THOS. H. SHEPPARD, Secy. & Treas. Arbuthnot-Stephenson Co., 801 Penn Ave. Phone, Grant 534.

First Vice-President—ROBERT MUNROE, Jr., Vice-President R. Munroe & Son Mfg. Corp., Iron and Steel Tanks, 23rd and Smallman Streets. Phone, Grant 600.

Second Vice-President—DAVID C. FARRAR, Pres. The Farrar Adv. Co., Diamond Bk. Bldg. Phone, Court 867.

Secretary—JAS. H. CONLON, Yawman & Erbe Mfg. Co., Office Filing Devices, 723 Liberty Ave. Phone, Grant 2554.

Club luncheons held every Wednesday at Fort Pitt Hotel.

#### PORTLAND (Ore.).

President—C. V. COOPER, Mgr. Castillog Rubber Co., 813 Chamber of Commerce. Phone, Main 4809.

Vice-President—J. C. ENGLISH, J. C. English Co., Lighting Fixtures, 128 Park St. Phones, Main 2479, A. 3747.

Secretary—J. L. WRIGHT, President & General Mgr. Portland Printing House Co., 388 Taylor St. Phone, Main 6201 A2281.

City Office Room 2, Commercial Club Bldg., W. L. Whiting Assistant Secretary.

Weekly luncheons held every Tuesday at 12:30 p. m. Commercial Club.

#### PROVIDENCE (R. I.).

President—J. B. LEEMAN, Manager Browning, King & Co. Men's and Boys' Clothing, Furnishing, Etc., 212 Westminster St. Phone, U-1285.

Vice-President—E. R. DAVENPORT, Sales Mgr. Narragansett Electric Light Co., 170 Westminster St. Phone, U-741.

Secretary—E. L. MORRIS, Prop. E. L. Morris & Co., Office Furniture, 48 Weybosset St. Phone, U-1214.

Daily and Wednesday luncheons at Perkins' Restaurant.

#### PUEBLO (Colo.).

President—J. WILL JOHNSON, Sec'y Colorado Laundry, 109-111 W. 3rd St. Phone, Main 18.

First Vice-President—H. A. BLACK, Physician & Surgeon, 1 Pope Block. Main 331.



**Second Vice-President**—W. F. RABER, Gen. Mgr. Arkansas Valley Ry., Lt., & Power Co. 102 Victoria Av.  
**Secretary**—B. F. SCRIBNER, Pres. Franklin Press Co., 112-114 W. 3rd St. Phone, Main 95.  
**Club Headquarters** at office of Secretary.  
**Weekly meetings** every Monday at 12:15 p. m. Monthly meetings third Tuesday in each month, at 7 p. m. at the Vail or Congress Hotels.

#### ROCHESTER (N. Y.).

**President**—SETH C. CARPENTER, Agt. Travelers' Insurance Co., 508-521 Granite Bldg. Phone, 1652.  
**Vice-President**—S. D. BURRITT, Jeweler, 104 State St. Phone, Stone 3849.  
**Secretary**—C. G. LYMAN, Prop. Lyman's Letter Shop, Duplicate Letters, 75 State St. Phone, Stone 6190.  
**Club luncheons** every Tuesday, 12:30 to 1:30 p. m., at Hotel Rochester.

#### SALT LAKE CITY (Utah).

**President**—L. D. FREED, Vice Pres. Freed Furniture & Carpet Co. Furniture & Carpets, 18 3rd S. Phone Exchange 26.  
**First Vice-President**—GEO. A. STEINER, Gen. Mgr. American Linen & Towel Supply Co., Linen & Towel Furnishers, 35 E. 6th S. Phone, Exchange 241.  
**Second Vice-President**—F. S. MURPHY, Pres. F. S. Murphy & Co. Wholesale Lumber Dealers, 501 Boyd Bk. Bldg. Phone, Exchange 9.  
**Secretary**—SAMUEL R. NEEL, Samuel R. Neel & Co. Mining Stock Brokers, 1004 Newhouse Bldg. Phone, Wasatch 904.  
**Meetings held** 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

#### SAN ANTONIO (Texas).

**President**—HERBERT J. HAYES, Texas Title Guaranty Co., Abstract & Title Guaranty, Alamo Bank Bldg. Old Phone, 2468; New Phone, 416.  
**Vice-President**—HARRY L. MILLER, J. H. Kirkpatrick Co., Real Estate—City, 417 Navarro St. Old Phone, 89; New Phone, 344.  
**Secretary**—C. H. JENKINS, Bradstreets Co., Commercial Agencies, City National Bank Bldg. Both Phones, 355.  
**Luncheons held** on Friday at the St. Anthony.

#### SAN DIEGO (Calif.).

**President**—JAY F. HAIGHT, Haight Adv. Agency, 214 American Nat'l Bank Bldg. Phones, Home 3331; Sunset Main 840.  
**Vice-President**—EARL A. GARRETTSON, Surety Bonds, 518 Union Bldg. Phones, Home 4425; Sunset Main 4442.  
**Second Vice-President**—GEO. W. COLTON, President of The Auto Tire Co., 5th & A. Phones, Sunset Main 346; Home 4445.  
**Secretary**—FRANKLIN M. BELL, 518 Union Bldg. Phones, Home 4425; Sunset Main 4442.  
**Club Headquarters** at office of Secretary.  
**Meetings** are held at Rudder's Grill every Thursday at 12:10.  
**HOTEL:** del Coronado, Coronado Beach, American plan, \$4 per day and up.—John J. Herman, Mgr.

#### SAN FRANCISCO (Calif.).

**President**—H. R. BASFORD, Ruud Automatic Water Heater Co., Ruud Heaters, 428 Sutter St. Phone, Kear. 4435.  
**Vice-President**—T. H. DOANE, Pacific Coast Paper Co., Printing, Writing & Wrapping Paper, 545 Mission St. Phone, Kear. 3730.  
**Secretary**—R. R. ROGERS, Pres. R. R. Rogers Chemical Co., Mfrs. Specialties for Physicians and Druggists, 527 Commercial St. Phones, Kearney 150; C. 1506.  
**Club Headquarters** at 803 Humboldt Bank Bldg. Phone, Douglas 1363.  
**Weekly luncheons**, Tuesdays, 12:15 to 1:15 p. m., Techau Tavern, Powell and Eddy Streets.  
**HOTEL:** St. Francis, Union Square, San Francisco. Rates, \$20.00 per day and upward. European plan.

#### ST. JOSEPH (Mo.).

**President**—W. P. TRACY, Secretary and Treasurer, American Printing Co., 8th and Charles Streets. Phone Bell 577.  
**Vice-President**—CLAUDE MADISON, Mgr. St. Joseph Coal Co., 302 S. Fifth St. Phone, Bell 520.  
**Secretary**—W. S. ALDRICH, Partner of the Firm, Eckel & Aldrich, Architects, 1105 Corby-Forsee Bldg. Phone, Bell 62.

Meetings of the club are held on the 1st and 3rd Tuesdays of every month at Robidoux Hotel.

#### SAINT LOUIS (Mo.).

**President**—A. R. STAFFORD, Vice-President Monarch Laundry Co., 2719 Franklin Ave. Phones, Bell, Bomont 1007; Kinlock, Central 357.  
**First Vice-President**—J. O. CHENOWETH, President J. O. Chenoweth Dyeing & Cleaning Co., Cleaning & Dyeing, 1416 Washington Ave. Phones, Main 828-29-30; Central 1540-41.  
**Second Vice-President**—W. N. CHANDLER, Secretary and Treasurer Cleaner Mfg. Co., 2842 Olive St. Phones Bomont 42; Central 4636.  
**Secretary**—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1761.  
**Club Headquarters** 411 Olive St. Phone, Bell, Main 1751.  
**Club luncheons** every Thursday at 12:30, except 1st Thursday of month, at 6:30 p. m. at various hotels and cafes.

#### ST. PAUL (Minn.).

**President**—CLARENCE C. GRAY, Hay and Grain Commission, 116 East Third St. Phones, Cedar 1590; Tri-State 752.  
**Vice-President**—W. B. WEBSTER, Prop. St. Paul Steam Laundry Co., Laundry, 289 Rice St. Phone, Cedar 940.  
**Secretary**—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1617 Pioneer Bldg. Phones, Cedar 6000; Tri-State 2089.  
**Club Headquarters** at Secretary's office.  
**Meetings** usually held on Tuesday at various clubs and hotels.

#### SEATTLE (Wash.).

**President**—E. L. SKEEL, Attorney, 1009 Alaska Bldg. Phones, Main 6511; Ind. 1043.  
**Vice-President**—JOHN E. PRICE, Banker & Broker, 906 Hoge Bldg. Phone, Main 2364.  
**Secretary**—L. F. ALLEN, 237 Rainier-Grand Hotel.  
**Club Headquarters** at office of Secretary. Meetings held at the Rathskeller every Wednesday at 12:30 p. m.

#### SIOUX CITY (Ia.).

**President**—LEONARD O'HARROW, Retail Shoes, 902 4th St. Phone, Auto. 1715.  
**Vice-President**—ROBERT W. HUNT, Gen. Mgr. Phillip Bernard Co., Mfrs. Non-Freezable, Sanitary, Stock-Watering Systems. Phone Bell 1530.  
**Secretary**—JNO. O. KNUTSON, Merchandise Broker and Manufacturers' Agent, 516 Fifth St. Phones, Bell 415; Auto. 1026.

#### SPOKANE (Wash.).

**President**—LAWRENCE JACK, Lawyer, 610 Hyde Bldg. Phones, M. 3008; M. 8610.  
**First Vice-President**—W. C. SCHUPPEL, Mgr. Underwood Typewriter Co., Typewriters & Supplies, 114 Stevens St. Phones, M. 332; M. 3478.  
**Second Vice-President**—H. W. NEWTON, Vice-Pres. Guernsey-Newton Co., Fire Ins., 201 Eagle Bldg. Phones, M. 442; Glen. 848.  
**Secretary**—CHESTER WYNN, 425 Eagle Bldg. Phone, Main 107.  
**Meetings held** every Thursday at 12:15 p. m.

#### SUPERIOR (Wis.).

**President**—CLARENCE J. HARTLEY, Firm Hanitch & Hartley, Lawyers, First National Bk. Bldg. Phone Ogden 114D.  
**Vice-President**—GEORGE YALE, Treas. Yale Laundry Co., Residence 1415 Ogden Ave. Phone, Ogden 215.  
**Secretary**—J. C. CROWLEY, Mgr. People's Telephone Co., Residence 1116 Twelfth St. Phone Ogden 901.  
**Club Headquarters** Hotel Superior, Phone Ogden 224.  
**Meetings held** at the Hotel Superior and business places of the various members.

#### SYRACUSE (N. Y.).

**President**—S. H. COOK, Sales Mgr. Brown, Lipe Chapin Co. Auto Gear Manufacturing, W. Fayette St. Phone 7785. Residence 502 Walnut Ave.  
**Vice-President**—THOS. K. SMITH, Attorney-at-Law, 58 Weiting Bk. Phones, 3429-J. 2614-W.  
**Secretary**—CHAS. H. HOWE, H. J. Howe Jewelry Store, Jeweler, 201 S. Salina St. Phones 2040, 4834-J.  
**Meetings** each Friday at 12:15 p. m., excepting one Friday each month, which is an evening meeting with some special entertainment, at the Onondaga Hotel Rathskellar.

#### TACOMA (Wash.).

**President**—R. H. CLARKE, Treasurer Wheeler, Os-



good Co., Mfrs. Doors, Sash, Finish Lumber & Cabinet Work, Tide Flats. Phone, M525.  
 Vice-President—JOHN C. STANTON, Gen. Agt. United States Fidelity & Guaranty Co., Surety Bonds & Casualty Ins., Savage-Scofield Bldg. Phone, M911.  
 Secretary—WM. G. STEARNS, President Stearns Bldg. & Investment Co., Real Estate, 301-2 Chamber of Commerce Bldg. Phone, Main 543.  
 Club Headquarters at office of Secretary. Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

#### TOLEDO (Ohio).

President—CHAS. S. TURNER, President and Mgr. Moreton Truck & Storage Co., 23 Huron St. Phone, Home 890.  
 First Vice-President—GEO. E. HARDY, Pres. and Mgr. Hardy Paint & Varnish Co., Oakwood & Hoag. Phone, Home 6X28.  
 Second Vice-President—IRVING B. HIETT, Pres. Irving B. Hiatt Co., 612-614 Madison Ave. Phone, Home 7765.  
 Secretary—HERBERT H. STALKER, Secretary The Miller Adv. Co., 534 Nasby Bldg. Phone Home 7446.  
 Club Headquarters 534 Nasby Bldg. Phone, Home 7446; Bell 2590.  
 Meetings held from 12:15 to 1:15 on Friday in a special room at Toledo Commerce Club. Monthly meetings held on the third Tuesday of the month at such places as may be arranged for.

#### WASHINGTON (D. C.).

President—JOHN DOLPH, Supt. Metropolitan Life Ins. Co., 816 Munsey Bldg. Phone, Main 3271.  
 Vice-President—JOSEPH M. STODDARD, member of Firm Cook & Stoddard Co. Automobiles, 1138 Conn. Ave. Phone, North 7810.  
 Secretary—GEORGE W. HARRIS, Photographer, 1311 F. St., N. W.  
 Luncheons held at the Ebbitt House, 14th and F Sts. N. W., every two weeks. Phone, Main 5035.

#### WICHITA (Kans.).

President—HARRY W. STANLEY, Life Insurance, 505 Sedgwick Block. Phone, Douglas 1471.  
 Vice-President—M. E. GARRISON, Pres. Hauser-Garrison Dry Goods Co., 704 East Douglas St. Phone, Market 1440.  
 Secretary—GEO. H. PUTNAM, Gas Tractors, Mgr. Hart-Paar Co., 316 S. Wichita St. Phone, Market 215.  
 Meetings of club held on third Monday of each month (except July and August) at the Kansas City Club, at 6:30 p. m.  
 Luncheons semi-monthly, on Wednesday, at 12:30 p. m., either at Hamilton Hotel or Y. M. C. A. Rooms.

#### WINNIPEG (Man.).

President—L. J. RUMFORD, Vice-President & Managing Director of Rumford Sanitary Laundry Co., Ltd., Cor. Wellington & Home. Phone, Garry 400.  
 Vice-President—J. F. C. MENLOVE, Manager The Dominion of Canada Guarantee and Accident Co., 706 Somerset Building. Phone, Main 2075.  
 Secretary—C. J. CAMPBELL, Security Land Co., 8 Bank of Hamilton Chambers. Phone, Main 870.  
 Weekly luncheons held every Tuesday at 12:30 at the Travellers Club. Regular monthly meetings are held at the same place on the second Wednesday of each month at eight o'clock p. m.

#### WORCESTER (Mass.).

President—R. H. WHITNEY, Treas. B. F. Marsh Co., Building Materials, 22 Garden St. Phone, Park 995.  
 Vice-President—EDW. B. MOOR, Partner Bonney & Moor, Brokers, 340 Main St. Phone, 5570.  
 Secretary—C. H. STODDARD, Pres. C. H. Stoddard Rubber Tire Works, Auto Tires, 120 Commercial St. Phone, 5382.  
 Meetings held at the Putnam & Thurston restaurant, 381 Main St.

#### ROTARY CLUBS NOT YET AFFILIATED IN THE ASSOCIATION.

##### BELFAST (Ireland).

Secretary—HUGH BOYD, 72 High St.

##### BIRMINGHAM (Ala.).

Secretary—BROMFIELD L. RIDLEY, 802 American Trust Building.

##### BROOKLYN (N. Y.).

Secretary—THOMAS LAMB, 84 Court St.

##### CAMDEN (N. J.).

Secretary—WILLIAM CLINE, 221 Market St.

##### DUBLIN (Ireland).

Secretary—WILLIAM A. MCCONNELL, 31 Dame St.

##### EDINBURGH (Scotland).

Secretary—W. STUART MORROW, Carlton Hotel.

##### GLASGOW (Scotland).

Secretary—W. STUART MORROW, 100 Bothwell St.

##### INDIANAPOLIS (Ind.).

Secretary—GEO. B. WRAY, 38-40 Meridian St.

##### MANCHESTER (England).

Secretary—CHAS. B. PENWARDEN, 22 Cannon St.

##### MILWAUKEE (Wis.).

Secretary—C. D. MARKS, Wells Building.

##### SPRINGFIELD (Mass.).

Secretary—E. B. CALEF, 214 Myrick Bldg.

##### TORONTO (Canada).

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A 21-month cruise over 15,000 miles of water in a motorboat, Cleveland made and Cleveland equipped, from Cleveland via the Atlantic ocean and the Panama canal to San Francisco, boosting Cleveland along the route, and placing a floating Cleveland exhibit in the Panama-Pacific exposition—

Not a dream, but a definite plan formulated by George S. Simpson, of Cleveland, and now well under way. Simpson, a tall, lithe, keen-eyed Englishman, has been globe trotter, cow puncher, soldier, newspaperman and Arctic explorer. He plans to represent as sales agent thirty Cleveland manufacturers, on a commission basis, and to boost for every Cleveland manufacturer indirectly.

Everything in his equipment will be Cleveland made, even to the minute parts of his motorboat, "The Cleveland," which will be the largest ever built in Cleveland, 72 feet by 13 feet.

Simpson already has obtained the approval of several prominent Clevelanders to his plans, including Mayor Baker.—Cleveland Press.

#### Still Faithful to Rotary.

Winona, Minnesota, has yet to be proud of a Rotary club but Rotary has a disciple there who will preach the gospel of Rotary, we can be certain. James R. Kinsloe, formerly president of the Harrisburg club and now secretary-manager of the Winona Chamber of Commerce, declares that he is not divorced from Rotary and sends us the following letter:

I want to assure you that the Rotary movement and The Rotarian are as interesting to me as ever, and possibly more so on account of being out of the harness. The truth of the matter is that all magazines and literature have to be laid aside for the time being on account of so much work to do, but The Rotarian is not classed with ordinary magazines or literature and, while it was received but two days ago, there is not a word in it that I have not already devoured.

With best wishes for the continued success and usefulness of the organization that stands for "Service, not Self," I am,

Yours Rotarily,

JAMES R. KINSLOE.

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# Attorneys-at-Law Members of Rotary Clubs

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Belfast, Ireland	W. K. Gibson	16 Chichester St.
Boston, Mass.	Francis M. Carroll	917 Kimball Bldg.
Brooklyn, N. Y.	Edw. Riegelman	166 Montague St.
Buffalo, N. Y.	Samuel B. Botsford	834 Prudential Bldg.
Chicago, Ill.	Paul P. Harris	1317 Unity Bldg.
Cincinnati, Ohio	Robert R. Wilson	Empire Bldg. (Clarksburg, W. Va.)
	Gideon C. Wilson	54-55 Wiggins Block (Cincinnati, O.)
	Associate Counsel	
Cleveland, Ohio	Charles R. Miller	404 Century Bldg.
Columbus, Ohio	R. E. Westfall	1105-9 8 E. Long St.
Dallas, Texas	L. B. Milam	909 Praetorian Bldg.
	O. O. Touchstone	909 Praetorian Bldg.
Davenport, Iowa	J. Reed Lane	Lane Building
	Dick Lane	Lane Building
Dayton, Ohio	Lee Warren James	U. B. Building
Denver, Colo.	Chas. W. Franklin	834 Equitable Bldg.
Des Moines, Iowa	Harley H. Stipp	1116-17-18-19-20 Equitable Bldg.
Detroit, Mich.	Irvin Long	915 Hammond Bldg.
Dublin, Ireland	J. Collie Duncan, Barrister	1 Fortfield Terrace Up. Rathmines
Duluth, Minn.	F. E. Randall	Providence Building
Edinburgh, Scotland	Joseph Dobbie, J. P. Ex. M.	26 Charlotte Sq.
	P., Solicitor Sup. Court	
Glasgow, Scotland	Wm. E. MacKenzie	53 Bothwell St., Cable "Pactum Glasgow"
Harrisburg, Pa.	Paul A. Kunkel	710-712 Telegraph Bldg.
Hartford, Conn.	Edwin L. Smith	11 Central Row
	Joseph P. Tuttle	50 State St.
Houston, Texas	Geo. D. Sears	707 Stewart Bldg.
Jacksonville, Fla.	David H. Doig	Dyall Upchurch Bldg.
Kansas City, Mo.	D. E. Bird	506 N. Y. Life Bldg.
Lincoln, Neb.	E. C. Strode	Bankers' Life Building
	M. V. Beghtol	Bankers' Life Building
London, England	D. F. Cooke, Solicitor	17 Coleman St., E. C.
Los Angeles, Calif.	Walton J. Wood	408 Bullard Block
	W. J. Davis	408 Bullard Block
	Lee Riddle	902-4-6 Higgins Bldg.
Louisville, Ky.	Robinson A. McDowell	906-909 Lincoln Bldg.
Manchester, Eng.	William Dutton, Solicitor	22 Booth St.
Milwaukee, Wis.	Wm. J. Zimmers	740 Wells Bldg.
Minneapolis, Minn.	Norton M. Cross	525 N. Y. Life Bldg.
Newark, N. J.	Frederick M. Payne	197 Market St.
New York City, N. Y.	Wm. J. Dodge	Singer Building, 140 Broadway
Oakland, Calif.	H. C. Montgomery	Security Bank Building
Oklahoma City, Okla.	Paul M. Pope	1018-19-20 Colcord Bldg.
Philadelphia, Pa.	Glenn C. Mead	818 Real Estate Trust Bldg.
Pittsburgh, Pa.	Oscar T. Taylor	Park Building
Portland, Ore.	W. C. Bristol	Wilcox Building
Pueblo, Colo.	C. A. Ballreich	Central Block
Rochester, N. Y.	Ernest Whitbeck	Elwood Building
Salt Lake City, Utah	F. J. Gustin	1301-5 Walker Bank Bldg.
	C. A. Gillette	1301-5 Walker Bank Bldg.
	Dean F. Brayton	1301 Walker Bank Bldg.
San Antonio, Texas	Ira J. Kercheville	Alamo National Bank Bldg.
San Diego, Calif.	Gordon L. Gray	416-418 Union Bldg.
San Francisco, Calif.	H. G. McKannay	204 Bank of Italy Bldg.
St. Joseph, Mo.	Orestes Mitchell	Corby-Forsee Building
St. Louis, Mo.	C. W. Rutledge	924 Wainwright Bldg.
St. Paul, Minn.	Wm. H. Oppenheimer	1415 Pioneer Bldg.
Seattle, Wash.	E. L. Skeel	1009 Alaska Bldg.
Sioux City, Iowa	Ben. I. Sallinger	Bennett Motor Mart.
Spokane, Wash.	Lawrence Jack	610 Hyde Bldg.
Superior, Wis.	Clarence J. Hartley	3 First National Bank Bldg.
Syracuse, N. Y.	Hon. Thomas K. Smith	58 Wieting Block
Tacoma, Wash.	W. C. Morrow	Bank of California Bldg.
Toledo, Ohio	Frank L. Mulholland	1314 Nicholas Bldg.
Toronto, Ont.	A. D. Armour	Confederation Life Bldg.
Wichita, Kans.	R. L. Holmes	910 Beacon Bldg.
	W. E. Holmes	910 Beacon Bldg.
Winnipeg, Can.	A. W. Morley	601 McArthur Bldg.
Worcester, Mass.	J. Otis Sibley	340 Main St.